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THURSDAY, MAY 12, 1949

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- ★ This year . . . all year . . . these ads will work for you again and again. Reaching millions of readers . . . registering millions of favorable impressions in the pages of leading national magazines, they'll go far toward keeping you in front for '49.



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H. C. Horton Elected President by North Carolina Agents

Government Encroachment Stressed in Talks at Pinehurst Meeting

PINEHURST, N. C.—H. C. Horton, Winston-Salem, was elected president of North Carolina Assn. of Insurance Agents to succeed C. S. Alexander, Scotland Neck, at its annual meeting here. Louie E. Woodbury, Wilmington, became vice-president; Thomas Jones, Burlington, secretary, and J. C. Allison, Raleigh, was renamed treasurer. New directors are Hiram Grantham, Red Springs; Marvin Newsom, Littleton; Claude Wells, Charlotte, and R. Stanford Webb, Asheville.

The threat of what John C. Stott, N.A.I.C. president, called "creeping socialism," was stressed at the convention, which was attended by about 450 members and guests. Mr. Stott warned that the American way of life was endangered by the encroachment of government in business and other phases of private life. He repeated the formula of the "Program for Freedom," adopted at San Francisco, and urged cooperation in furthering it.

Dorsett Sees Still Further Controls

A similar theme motivated the talk of J. Dewey Dorsett, general manager of Assn. of Casualty & Surety Companies, who said that government and big labor unions swing the balance of power in the nation and are doing it with a heavy hand. Mr. Dorsett said he could see no reason to expect that existing governmental controls would be less stringent in future, but that if there is any change it will be in the direction of more severe regulation.

A resolution adopted criticized socialistic influences that adversely affect the national economic structure and place the free enterprise system in jeopardy. It deplored and condemned any moves by government that impair or destroy that system, endorsed the National association's "Program for Freedom," and urged working on members of Congress.

Socialized Medicine Opposed

The fight against socialized medicine was also recognized by adoption of a resolution placing the association on record as against any form of compulsory health insurance or any system of political medicine designed for national bureaucratic control. It declared that the highest standards of medical care in the world are available to everyone through "private budgeted voluntary health insurance" which it described as the best health insurance in existence.

In connection with legislation affecting fire insurance rates, another resolution petitions the state fire insurance rating bureau to grant conference privileges to a special advisory committee of the association before any important changes are proposed by the bureau.

Seek Better Public Relations

Still another resolution called on the association to take steps to counteract public misunderstanding of the industry by better public relations work. It was based upon the fact that rate increases to the public receive wide publicity in the general press and other publicity

(CONTINUED ON PAGE 8)

Fireman's Fund Western Unit on Multiple Line Basis

The western department of Fireman's Fund has now been converted to a completely integrated multiple line organization. Edward D. Lawson, who has been vice-president and western manager of the fire companies of the group has now also been elected vice-president of Fireman's Fund Indemnity. He assumes general supervision as manager of all operations of the western department. Robert C. Folley continues to head casualty and surety operations under Mr. Lawson's supervision.



E. D. Lawson

In making the announcement James F. Crafts, president of Fireman's Fund, stated that enactment of multiple line legislation in 37 states is an important step toward improved operating opportunities for insurance.

Purpose of Change

The internal structure of Fireman's Fund has been changed in this way in the interest of efficiency and economy of operation. It is expected that the facilities to the producers will be greatly improved and they will be enabled to meet the increasing demand of the public for multiple line contracts and service.

Fireman's Fund has had a western department at Chicago since 1872. It now occupies more than 40,000 feet of space and the staff numbers 634. There are 20 service offices in the middle western states and the department also looks after four Canadian provinces.

Mr. Lawson joined Fireman's Fund in 1930 as manager of the marine department of Chicago and when the marine and fire departments were consolidated in 1938 he became the manager. He has been vice-president since 1942.

Seattle Branch Converted

The Pacific northwest branch of Fireman's Fund has also been placed on a multiple line basis. Richard T. Saunders, manager of marine operations at Seattle since 1939, is advanced to manager of the branch, with supervision over all operations in Washington, British Columbia and northern Idaho. He will also continue to supervise marine business in Montana.

At the same time Dave Carey was named manager of the marine department in the Pacific northwest. William Evans who has been state agent for the past few months, has been advanced to manager of the fire department with supervision over western Washington and British Columbia. Casualty, fidelity and automobile operations continue to be managed by James R. MacKay, and inland business will continue to be supervised by K. L. Fleming.

New Managers' Careers

Mr. Saunders went with Fireman's Fund in 1923 in the marine department at Seattle. He became assistant manager in 1936 and manager in 1939. Mr. Carey attended St. Mary's College and University of Washington and went with Fireman's Fund in the marine department in 1941.

Mr. Evans has been underwriter and field man and branch manager in the fire insurance business.

Harry Mountain Is New Western Head of Aetna Fire

Announcement is made this week of the appointment of Harry Mountain as western manager at Chicago for Aetna Fire. He takes the place of Clinton L. Allen, who is going to the head office as executive vice-president.

The fact that the mantle would fall on Mr. Mountain had been pretty well understood but the announcement was held back for formal action on the part of the board.

Mr. Mountain's father and grandfather were in the local agency business at Leavenworth, Kan. Mr. Mountain attended Kansas University about two years and then went to Chicago in 1921 as an examiner in the Aetna Fire western department. In 1925 he was sent into the Indiana field and remained there until 1936 when he was transferred to Kansas City as state agent for western Missouri. From 1940 until 1944 he was Detroit and Wayne county manager, and since Jan. 1, 1944, he has been assistant western manager.

N. Y. Insurance Society Gets King Memorial Gift

The memory of John J. King, former head of the Hooper-Holmes Bureau, was honored on the first anniversary of his death when a check for \$2,000 was presented to the Insurance Society of New York by employees of the bureau. The presentation was made by Albert E. Thyselius, assistant vice-president of the bureau. The fund is intended as a first of a series of contributions looking toward better housing facilities for the society.

Oregon Committee Meets

The Oregon Assn. of Insurance Agents' executive committee is holding an afternoon and evening session at Portland May 13. There will be reports on the recent conferences of the N.A.I.A. and the far west agents in San Francisco, as well as the fire and casualty contact committee with company representatives.

Harry Hollister of Jewett, Barton, Leavy & Kern will report for the fire contact committee while Fred C. Reed will submit the report of the casualty committee. Plans will be mapped for regional meetings and there will be a discussion of the Pacific Board program planned for Oregon.

A nominating committee to submit a slate to the annual convention will be appointed and there will be reports on the recent session of the legislative committee.

Fla. Valued Policy Bill

A bill has been introduced in the Florida legislature requiring automobile physical damage insurance to be written on a valued basis. It requires that the full amount of the policy be paid in the event of total loss within the first six months and that recovery be at least 80% of the stated value after six months.

King County Meeting May 12

Reports on the progress of the UCD referendum, the Far West Agents Conference and N.A.I.A. board meeting at San Francisco will be given at a luncheon of King County Insurance Assn., Seattle, May 12.

E. R. Bowden, chairman of the legislative committee, will report on the referendum and other legislative matters, and J. R. Storm, president, on the San Francisco conferences.

Interest in FTC Proposals Is Widespread

Rules Could Be Made Applicable to Other Than Mail People

WASHINGTON — Most important feature of the revised mail order industry trade practice rules released by federal trade commission is regarded as that provision applying them to all kinds of insurance written by mail. As originally designed, proposed rules would have applied only to accident, health and hospitalization, FTC people say, but under commission revision they are broadened sufficiently to apply to fire, casualty, or any other kind of coverage written by mail.

Not only that, but insurance observers and officials point out that the principles set forth in the new rules could be applied to a considerable degree to various segments of the industry, other than mail order, if and when FTC should decide later on to investigate such other segments and exercise its jurisdiction under public law 15 with respect to regulation under anti-trust laws of life, fire, casualty, marine, aviation or other kinds of insurance, to the extent they are not regulated by state laws.

Widespread Interest Shown

The above facts are believed to account for the widespread interest being manifested by many interests in the insurance industry outside the mail order field. This manifestation comes from old established companies and organizations in various branches of the industry. Interest in the mail order trade practice rules is greater than is being demonstrated by public talk in industry circles on the subject and by appearances expected at the May 25 public hearing here on the rules.

Many requests have been received at FTC for copies of the revised rules in large numbers. One organization recently asked for 300 copies. Another wanted 100. Some industry organizations planned to mimeograph the rules and distribute them among their members and otherwise, FTC sources reported.

Some officials did not wholly approve, it is understood, of a provision of Rule 20 to require a mutual company to make it clear that it may be possible that the insured might be subject to assessment.

Certain officials felt that Rule 20 singles out mutuals and puts them on the spot. This rule is expected to cause considerable discussion at the hearing.

As a result of study in FTC circles of the mail order situation, officials have become convinced that considerably more insurance is written by mail than has been generally realized.

Operate in D. C.

In the 1949 edition of the Argus Fire Chart in the list of states where the companies operate appearing on pages 120-127 Commercial Union Fire of New York and Union Assurance are indicated as operating in all states except Mississippi and District of Columbia. Both of these companies are licensed to operate in D. C. and are actively writing business there.

Chicago Insurance Day Again Proves Producers' Program

With Mayor Kennelly as its featured guest at luncheon and Insurance Director Hershey at dinner 1949 Chicago Insurance Day went through its ambitious program to a roaring success at the Palmer House last Thursday. Over 600 jammed the morning and afternoon sessions and the luncheon and the grand ballroom was severely taxed for the dinner, at which Guy E. Reed, chairman Chicago Crime Commission, was the principal speaker.

George Herrmann III, chairman Insurance Day committee, carried the ball for the Chicago Board, assisted by C. A. Andersen, J. J. Chavanne, Jr., Manuel Donchin, D. R. McLennan, Jr., John B. Roach and Edward V. Turner. President E. L. Lederer was toastmaster at the dinner and Vice-president W. J. Laadt took charge of the luncheon.

Messrs. Roach and Turner took charge of the morning and afternoon sessions, both of which featured forums. In the background was Assistant Manager W. W. Krom, who handled the thousand and one details of the ambitious program.

Chicago Board members are particularly proud of the fact that Chicago Insurance Day is an agents' and brokers' institution. While company executives attend in large numbers and many company men add much to the program by their work as speakers and panel participants, no pressure is put on the companies for subsidies and other financial support. Unlike practically all similar enterprises in other cities, Chicago Insurance Day belongs to the agents and brokers of the city.

The 100th anniversary of the Chicago Board was mentioned a number of times during the day, although this was not the official celebration, which will come later. One feature which drew applause was the procession of three waiters at the dinner, with the dining room darkened, bearing dessert trays with the illuminated letters "CBU".

At the speakers table at dinner, in addition to the officers, committee members and speakers, Mr. Lederer intro-

duced G. S. Middleton, president National Assn. of Insurance Brokers; L. M. Drake, Jr., president Illinois Assn. of Insurance Agents; Frank Bartsch, special deputy insurance department; R. L. Davis, western manager Assn. of Casualty and Surety Companies, and Rep. John Gorman, chairman house insurance committee, who is a member of the Chicago Board.

Mayor Kennelly spoke briefly at luncheon.



W. J. Laadt



E. L. Lederer

Director Hershey said that the negligible proportion of complaints the insurance department receives which are justified shows the great work the Chicago Board and other insurance organizations have done. There is, however, a real threat of federal supervision, with the federal trade commission lurking on the side lines waiting for a chance to move in. The only way to keep the wall of state supervision intact, he said, is for all insurance interests to work together and he pledged the cooperation of the insurance department.

Mr. Reed outlined the work of the crime commission, speaking frankly as to names and places in Chicago's history. He particularly urged his audience to support, through their legislators, proposed legislation to enlarge the term and powers of the grand jury in Cook county.

Gene Flack, Long Island City, N. Y., sales counsel Sunshine Biscuits, the luncheon speaker, told his audience to pay no attention to the depressing business predictions and comments they will hear during the next few months.

In the afternoon, after E. H. O'Connor, managing director Insurance Economic Society, spoke on compulsory sickness legislation, Mr. Turner turned the meeting over to a panel on the insurance needed by a hypothetical risk. J. C. O'Connor, Cincinnati, editor "Fire, Casualty & Surety Bulletins" and associate editor THE NATIONAL UNDERWRITER, was moderator, acting the part of a broker seeking to insure the line. As experts he consulted, S. F. Berkson, First Appraisal Co.; W. A. Eakin, Employers Liability; F. B. Hanson, of the law firm of Hanson & Doyle; U. M. Lelli, secre-

(CONTINUED ON PAGE 12)

Gilmore, Carpenter Are Saluted

SAN FRANCISCO—About 150 company executives joined in saluting Samuel L. Carpenter, Jr., and W. W. Gilmore at the Stock Exchange Club in San Francisco as a testimonial following their recent retirements from active service.

Mr. Carpenter was "represented" by R. H. Griffith, vice-president of Glens Falls, who presented him with a combination radio-phonograph set in behalf of those present. John M. Wylie, vice-president of the Springfield F. & M.'s spoke for Mr. Gilmore and gave him a set of sports equipment including fishing rods and reels, a rifle and other pieces used by hunting and fishing addicts.

Mr. Carpenter is the former general manager of Pacific Board and one time insurance commissioner of California. Mr. Gilmore retired a few months ago from the management of London & Lancashire.

H. Clyde Edmundson, vice-president of America Fore and chairman of the dinner committee, presided.

E.C.A. Issues New Regulation as to Marine Insurance

WASHINGTON—Acting in line with provisions of the McCarran marine insurance amendment to the new economic cooperation administration \$5 billion authorization law, ECA has amended its Regulation 1 with respect of documentation, procedures, etc., in connection with ECA-financed export shipments. The revised regulation, which insurance observers believe does not give the American marine industry very much, contains the following provisions:

"Dollar payments of premiums for ocean marine insurance on ECA-financed commodities procured in the U. S. will be eligible for financing by ECA under a commodity procurement authorization, where such insurance is placed on a competitive basis in accordance with normal trade practices prevailing prior to the outbreak of World War II. The supplier, importer or other person placing such insurance shall notify the insurer that the premiums are to be financed by ECA, and shall furnish the procurement authorization number to the insurer. If such premiums are financed by ECA, and an insurable loss is suffered by the insured, ECA will request repayment from the participating country of a dollar amount equivalent to the insurance proceeds recovered by the insured.

"Upon settlement of a claim on account of insurance financed by ECA, the insurer shall immediately give written notice to the Controller, ECA, Washington, D. C., indicating the procurement authorization number, the name and address of the insured, and the amount of the insurance recovery."

Harris, Burns Moves

The well known Harris, Burns & Co. agency of Wichita celebrated its 25th anniversary by moving to new air-conditioned, ultra-modern ground floor offices at 120 South Topeka avenue. Organized in 1915 as Harris-Irwin-Ingham, the firm name was changed to Harris, Burns & Co. in 1923 when James Ingham, now a local agent at Pasadena, Cal., retired, and John H. Burns, Sr., became head of the firm along with Frank B. Harris and Duane T. Stover, all of whom are now deceased. Mrs. Stover is still associated with the agency.

John H. Burns, Jr., is now president; E. C. Moore, vice-president, and W. O. Lamb, secretary. Robert L. Burns, president of Farmers & Bankers Life, brother of John H. Burns, Jr., was long actively associated with the agency. A third generation is now represented in the agency in the person of John B. Burns, son of John H., Jr. Others associated are John L. Rader and L. C. Smith.

Mr. Moore is vice-president of Wichita Assn. of Insurance Agents.

The Seal of Service



ROLLINS BURDICK HUNTER Co.

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Principal Offices

CHICAGO • NEW YORK • SEATTLE

L. A. Loss Exceeds \$3 Million

LOS ANGELES—What is reported to be the largest fire involving a single risk here in a quarter of a century destroyed the grandstand and club house of Hollywood Park Turf Club at Inglewood May 6. The blaze involved a total insurance coverage of \$3,143,000.

Loss is total to insurance on \$2,617,000 cover on building; \$200,000 U. & O., total to insurance; \$250,000 on contents, covered by million dollar schedule on the stable area in addition to grandstand contents; \$140,000 to equipment of Curland Catering Co., total to insurance; \$4,000 on stock of catering company, covered by a provisional reporting form of \$60,000; \$200,000 to totalizer equipment covered by a national schedule of American Totalizer Co.

Cosgrove & Co. handled the Hollywood Park Turf Club line and the Curland risk was handled by Alexander & Alexander and Curland line by Curland-Moss-Meltzer.



FIREMEN'S INSURANCE COMPANY OF NEWARK, NEW JERSEY
ORGANIZED 1855



THE GIRARD FIRE AND MARINE INSURANCE COMPANY
ORGANIZED 1853



NATIONAL-BEN FRANKLIN FIRE INSURANCE COMPANY of Pittsburgh, Pa.
ORGANIZED 1866



THE CONCORDIA FIRE INSURANCE COMPANY OF MILWAUKEE
ORGANIZED 1870



MILWAUKEE MECHANICS' INSURANCE COMPANY
ORGANIZED 1852



ROYAL PLATE GLASS AND GENERAL INSURANCE COMPANY OF CANADA
ORGANIZED 1906



THE METROPOLITAN CASUALTY INSURANCE COMPANY OF NEW YORK
ORGANIZED 1874



COMMERCIAL CASUALTY INSURANCE COMPANY
ORGANIZED 1909



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Canadian Departments: 465 Bay Street, Toronto 2, Ontario

535 Homer Street, Vancouver, B. C.

Plaintiffs Score Strong Points in Texas City Case

Trial Is Recessed to Re-open Probably at Galveston May 25

HOUSTON—Testimony in the opening stages of the Texas City suit charging the government with responsibility for the disaster of April 1947 has strongly favored the plaintiffs. Although all of the witnesses appearing have been called by the plaintiffs, the majority of them have been government employees.

The case which opened April 25 here in federal Judge Kennerly's court will probably be transferred to Galveston for continuation on May 25.

Basis for the \$200-million suit lies in the contention of the consolidated case of the plaintiffs that the government manufactured the fertilizer grade ammonium nitrate aboard the French steamship Grandcamp and shipped it without warning of the danger connected with its handling.

The present trial will determine if the government is liable and if so the monetary damage must be adjudged at a later trial.

Many Depositions Heard

Much of the time of the trial thus far has been occupied with the hearing of depositions collected from all over the country by Thomas Fletcher, attorney conducting the case for the plaintiffs.

In support of the plaintiff's premise that the fertilizer has explosive qualities, attorneys called Charles Ravisse, Calais, France, manager of the Brest branch of Compagnie des Bateaux à Vapeur de Nord at the time of the explosion of the steamship, Ocean Victory, which blew up in the harbor there with a cargo of ammonium nitrate manufactured by army plants. He testified that Ocean Victory's cargo ignited before any of the holds containing the fertilizer had been opened. Mr. Ravisse told of the unsuccessful attempt to fight

the fire and the explosion after the ships had been towed out into the harbor.

J. N. Pearre of the Joliet, Ill., arsenal, who was field director in charge of the army's ammonium nitrate fertilizer production program, testified by deposition, that the coating of ammonium nitrate grains with a substance containing petrolatum rosin and paraffin made it more dangerous as regards fire. He denied, however, that he knew that the introduction of these materials made it more explosive. He also testified that no particular alarm was felt about the concentration of the fertilizer in port areas because it was accepted as a standard commercial product by such groups as the interstate commerce commission.

Dr. R. O. E. Davis, assistant head of the fertilizer investigation division of TVA, stated by deposition that the fertilizer was capable of spontaneous combustion and could be exploded by heat alone and moreover that it generated its own heat.

Another Frenchman Testifies

Corroborating Mr. Ravisse's testimony was Leon Blois, Brest, France, who was chief tallyman in charge of unloading the Ocean Victory when it burned and exploded in Brest harbor in

July 1947, who said that he first observed smoke coming from a ventilator prior to opening the hatch of the hold containing the fertilizer.

Earlier Maj. Gen. Everett S. Hughes, chief of ordnance of the army, said by deposition that no one knew of the danger of handling the fertilizer before the disaster and that he still did not consider it a high explosive.

Assistant U. S. Attorney J. W. Cash stated that when the testimony has been completed the plaintiffs' superficial case will be dispelled.

Ellis Slated to Head Pacific Board

SAN FRANCISCO—Raymond L. Ellis, vice-president of Fireman's Fund,

has been nominated to succeed Paul F. McKown as president of Pacific Board, which holds its annual meeting at Hotel Coronado, May 16. S. T. Shotwell, North British, is slated for vice-president.

Nominees for the board of governors are J. L. Biglen, New York Underwriters; J. P. Breeden, Corroon & Reynolds; E. E. Erickson, Fire Association; R. J. Mayle, Globe & Rutgers; Francis J. Pelletier, Hinchman, Rolph & Landis; A. C. Posey, Hartford; P. D. Richards, Richards & Co., and Frank C. Beazley, Phoenix of Hartford. Alternates are H. F. Mills, Aetna Fire; John L. Mylod, Pacific National Fire, and M. H. Rodgers, New Hampshire.

Members will vote on an amendment to the constitution to take in Hawaii as a part of the territory the board serves.

Reports of Retiring President McKown and the major standing committees and a talk on methods of accounting for fire companies by C. E. Engstrom will occupy the remaining time.

A committee headed by Frank Spencer, Commercial Union, will present resolutions on the death of Whitney Palache.

R. I. Company Enters Live Stock Mortality Field

American Universal of Providence, under the management of Maurice H. Saval, has entered the live stock insurance field. Mr. Saval developed this market in cooperation with J. U. Pollock of London, who is an authority on livestock mortality insurance. Under the American Universal contract, if the insurer's veterinary surgeon vetoes the request of the owner to permit the slaughter of an animal, the owner may ask for appointment of a committee of three veterinarians to decide upon the question, one to be appointed by the owner, one by the company and the third by the two so selected. If the first two members of the committee are unable to agree on a third member, the Rhode Island insurance commissioner will nominate the third.

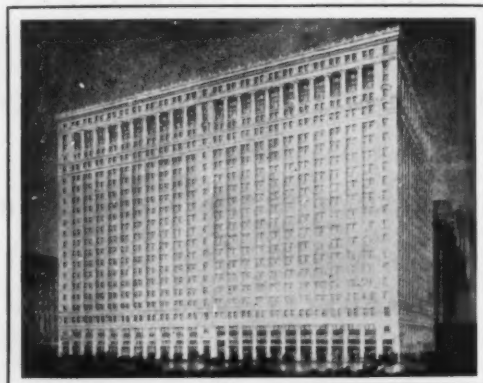
The emphasis will be placed on insuring race horses, but other types of animals will also be covered.

Phillips at Nashville

NASHVILLE—With Tennessee's new responsibility law to go into effect July 1, Harold Phillips, educational director Association of Casualty and Surety Companies, addressed the May meeting of Nashville Insurance Exchange on the new law. He has been helping prepare an educational program to be released to the public by press and radio. Roy Bates, state administrator of the new law, appeared on the exchange program with Mr. Phillips.



R. L. Ellis



"IS SPACE AVAILABLE in the Insurance Exchange Building?"

This is usually the first question asked when a leading firm or individual, engaged in insurance or allied lines, seeks a Chicago office. While space in this famous office building, Chicago's largest, has been extremely limited for some years—and still is—nevertheless, the management is prepared to do its best to satisfy the requirements of executives impressed with the value

of this key location. Here tenants enjoy the advantage of immediate personal contacts with other insurance firms and individuals in the building. They enjoy the highest standards of courteous and efficient service and they have the assurance that the other tenants are of a uniformly high character. Complete rental information will be sent promptly on request.

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Form Changes as Well

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Form and Rule Changes in Mo. as Well as Ill.

The form and rule changes adopted in Illinois, including Cook county, last week were put in force in Missouri at the same time. They include the changes in the definition of gross earnings in business interruption forms made in Ohio about two months ago and, with the exception of the windstorm deductible, the substance of the extended coverage changes made in New England earlier this year. It is assumed that similar changes will be filed in the balance of the middlewestern states in the near future.

The business interruption changes, in addition to the routine one of giving the forms numbers which correspond to those now used country-wide, give the non-manufacturing or "service" risks, a better break in the amount of insurance required.

Risks of this class, including hotels, garages, theaters, etc., have been a subject of controversy for several years, and at the moment the issue appears to be resolved on strictly sectional lines. The argument has been over the point that the former gross earnings form for mercantile and non-manufacturing risks required insurance on the basis of 50% to 80% of the full annual income of the insured, less only the cost of merchandise. For a service risk, which sells little or no merchandise, a literal interpretation of the form meant that these insured had to carry a disproportionate amount of insurance compared to stores doing the same volume of business. Many companies had authorized interpretation of the form as permitting deduction of other items, but there has been nothing definite on this point. In the east, the matter was settled by making these insured ineligible for the gross earnings form.

Middlewestern Solution

The middlewestern solution—now in force in Ohio, Illinois and Missouri—has been to revise the definition of gross earnings for both mercantile and service risks. The latest forms in this territory define gross earnings as total net sales, less cost of merchandise sold and cost of materials and supplies consumed in the service rendered by the insured. This has not ended the argument, but it appears to be the settled policy in the middlewest.

The extended coverage changes include dropping of the glass pro rata clause, which restricted the amount of insurance available on plates, stained, leaded and cathedral glass to the proportion of insurance which the value of the glass bore to the value of the building. It was primarily to secure an equitable apportionment with plate glass insurance in casualty companies, but this clause has the effect of requiring the assured to carry fire insurance and extended coverage to 100% of the value of the building if he were to collect for a glass loss in full, in the absence of casualty coverage. Dropping this clause removes that situation and it is assumed that the general apportionment clause, which was revised several years ago, will take care of apportionment with casualty carriers.

Ice Damage Excluded

The windstorm clause now specifically excludes ice damage, other than hail. This has been a subject of controversy almost every winter. The explosion clause has been revised along the lines of the standard explosion policy, now specifically covering explosion in the fire box or combustion chamber of a fired vessel. Although it has been assumed companies covered this type of loss, none of these contracts said so specifically until recently.

The vehicle damage section has been changed to limit coverage to loss from actual physical contact with a vehicle.

This eliminates claims such as those based on an automobile throwing a stone against a glass window or door. The middlewestern language is slightly different from that adopted in New England, covering "actual physical contact of an aircraft or a vehicle with the property covered hereunder or with the building containing the property covered hereunder." The last phrase was omitted in New England and it was felt that this could raise the technical question of whether damage to contents on an upper floor of a building, result-

ing from the ceiling falling from shock resulting from a collision with a heavy vehicle, would be covered without it.

A number of clauses no longer necessary with the 1943 New York standard policy, such as the war exclusion clause and various permits, have been dropped.

CAL. E. C. CHANGES

The new California E. C. endorsement does not contain the restriction of vehicle damage cover to loss caused by actual impact with a vehicle but does

contain the additional specific exclusion of ice damage in the windstorm section and the specific assumption of furnace explosion in the explosion section, and the glass pro rata clause has been dropped. Since the statutory California fire policy contains a fallen building clause, the waiver is continued in this E. C. endorsement and so also is the waiver of the policy provisions as to ownership in fee simple, cessation of factory operations, change of occupancy, night operations and existence of encumbrance.

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Oklahoma Agents Name Dave McKown as New President

OKLAHOMA CITY—Dave R. McKown, Oklahoma City, was elected president at the meeting here of Oklahoma Assn. of Insurance Agents, to succeed John H. Mulger of Perry. H. T. Moran, Oklahoma City, becomes vice-president and Ralph L. Reece, Oklahoma City, was reelected secretary-treasurer. Elected to the executive committee for a two-year term are Philip H. Viles, Claremont; James O. Whelchel, Tulsa; Vernon C. Sark, Stillwater, and J. C. Kennedy, Lawton. Mason Touchstone of Broken Bow was elected for a one-year term.

The association went on record as

endorsing the resolution of the National association against the socialized medicine program of the federal government. It strongly endorsed the N.A.I.A. program of "Letters for Freedom" and urged the support of members for the movement.

John C. Stott, president of the National association, vigorously advocated intensive development of leadership and unity within the ranks of insurance agents, as imperative requisites to meet the rapidly expanding tendency toward what he termed "creeping socialism" throughout the country.

"If the government must go into the insurance business through the proposed health program, I hope it will follow the pattern set by the state of New York, which places it as a fair competitor of the regular insurance companies," he said.

Membership in the association was reported at 704, as compared with 697 last year. Registration reached 317, representing 58 towns.

To succeed an agent should know as much as he can learn in his home town

not only about his company and the service it offers, but about insurance as an industry. Alpha H. Kenna, executive manager of Kansas Assn. of Insurance Agents, said in his talk on "Love It or Leave It." First imperative to qualify for success was that every insurance man must realize that he is somebody—not an ordinary but an extraordinary business man and that in the eyes of the law he is not a representative of a company but a company itself. The second imperative is to know his company, its background its financial structure, its policies and its problems—and the instruments used in



Alpha H. Kenna

solving its problems. It is also imperative that an agent should know his clients, the people in his community, their needs and their thinking, in order to talk their language and know how to recommend insurance to meet their needs.

"If these imperatives are to be reached, education of the agent is of primary importance and associations of agents are the only medium through which this opportunity is made available," he said.

Defends Pressure Groups

Referring to the criticism that is being hurled at pressure groups, he said that in the highly specialized economic order today, pressure groups are inevitable and can serve a good purpose by analyzing facts to guide the law makers in enacting legislation for the common good.

He said, "All the agent's thoughts must be centered on his business. 'If your heart is not in it, if you don't love it, then for your own sake and the sake of the company you represent and the insuring public who you are supposed to serve—leave it.'"

James P. Compton, assistant secretary-treasurer of American Asphalt Roof Corp., deplored the lack of insurance coverage available for plants of this type in presenting "Insurance from a Buyer's Viewpoint." He urged agents and company representatives to use their influence in getting companies to institute a plan for insuring plants of this description before other forces stepped in and gave them the protection they should have.

Grigsby on Public Relations

Discussing "Public Relations," L. C. Grigsby, assistant western manager of Hartford Fire, classed individual performance as the paramount factor in public relations. "The public, not the agent, is the judge of your work, he said. To keep pace with the fast changing world, business and methods must be adjusted.

Highlights of the second day were the address of John C. Stott, president of the National association, and a discussion of "Profitable Agency Advertising" by William J. Traynor, publicity director of North British & Mercantile.

Of special interest was a presentation of "Patterns for Profit." Carver V. Williams, resident manager of Employers Liability, talked on "Don't Look Now but Your Liability Is Showing;" Rollin L. Baird of the Ledbetter agency spoke on "The Agent's Obligation to the Public," and H. T. Moran gave a snappy demonstration of "Selling by Survey."

Pumphrey D. C. Head

Manuel Gorman, special assistant to the U. S. Attorney General, addressed the annual dinner meeting of District of Columbia Assn. of Insurance Agents, Monday on "The Agent and Free Enterprise."

John H. Pumphrey was elected president; V. Manning Hoffman, first vice-president; Henry G. Dudley, second vice-president; William A. D'Espard, secretary and George S. Benton, treasurer.

J. Hamilton Vance acted as toastmaster. Maurice Herndon, new Washington representative of N.A.I.C., introduced Mr. Gorman.

Over 100 members attended the affair, at which diplomas were presented to 51 graduates of the insurance school. The annual outing will be held June 24.

OK State Farm Filing

The Illinois department has approved the new rate filing of State Farm Mutual Automobile reducing automobile collision premiums 10% and comprehensive 15%, effective May 9 on new business and May 30 on renewals. State Farm estimates that this will mean a saving to Illinois policyholders of about \$312,000.

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Program Is Given for Insurance Counsel Parley

**Many Features Scheduled
for Bretton Woods Con-
vention June 28-July 1**

The program has now been completed for the convention of International Assn. of Insurance Counsel at Mt. Washington hotel, Bretton Woods, N. H., June 28-July 1.

There is to be a meeting of the executive committee the evening of June 28.

At the first general session the next morning, Charles M. Dale, former governor of New Hampshire, will give the address of welcome with response by Wilson Jansen, vice-president of Hartford Accident. Kenneth P. Grubb, Milwaukee, will deliver the presidential address and Eugene Thore, general counsel of Life Insurance Assn. of America, will speak on "The Extension of Federal Power and its Significance to the Insurance Business."

John Kitch Is Scheduled

John Kitch, president of Security Mutual Casualty of Chicago, will give a paper on "A Casualty Executive Looks at his Home Office Legal Department and Trial Counsel." J. Harry LaBrum of Philadelphia will report on the proposed by-laws amendment. John Kluwin of Milwaukee, will report as secretary and Forrest Smith of Jersey City, as treasurer. There will be committee reports.

That afternoon there will be a forum conducted by the practice and procedure committee, the moderator being H. S. Lipscomb of Jackson, Miss., on "Discovery Practice in the Federal Courts." L. Denman Moody of Houston will discuss the uses to which the discovery provisions of the federal rules of civil procedure may be put by lawyers representing plaintiffs in suits against insurers or their insured, and what defense lawyers can do to resist or counteract such uses.

Robert P. Hobson of Louisville will talk on the uses to which the discovery provisions of the federal rules of civil procedure may be put by lawyers defending insurers or their insured, and L. E. Varnum, Grand Rapids, will treat practical remedies for abuses, inequities and injustices resulting from present discovery practice in federal courts.

That evening will be held the president's reception and there will be dancing.

Automobile Forum

The next morning there will be a forum conducted by the automobile insurance law committee, the moderators being F. B. Coleman of State Farm Mutual Automobile and Allen Whitfield of Des Moines. A. Frank O'Kelley of Tallahassee will discuss the cooperation clause as a condition precedent to liability, while James Dempsey of White Plains, N. Y., will speak on preventing liability in excess of the policy limits.

That afternoon is left open for golf and bridge tournaments, and then comes the mint julep party and banquet.

At the final general session on the morning of July 1 Dr. L. B. Jensen of Chicago will speak on "A Scientist Looks at Court Procedure": Hezekiah J. Scroggins of Morgan Mills, Tex., on "I Served on Your Jury"; Wayne Ely will give a talk "I Reviewed Your Record" based on conversation with Judge Lyon Anderson of St. Louis court of

appeals. U. S. Senator F. J. Myers of Pennsylvania will give an address "The Legacy of World Leadership." The nominating committee will report and election take place. It is understood that L. Duncan Lloyd of the Chicago law firm of Lord, Bissell & Kadyk is in line for the presidency.

Chase Convention Chairman

BOSTON—Russell D. Chase of Springfield has been named chairman of the convention committee of Massachusetts Assn. of Insurance Agents for its annual meeting here Oct. 4-5.

President Fair announces that the

state association has refused to support the "letters of freedom" campaign of the N.A.I.A., which calls for sending letters to Congressmen urging government economy and a curb on labor unions.

N.A.I.C. Units Confer

The National Assn. of Insurance Commissioners' subcommittee on rates and rating organizations is meeting at the New York department May 12 with representatives of the National Board and Mutual Insurance Statistical Assn. to discuss the National Board statistical plan for extended coverage. Subcom-

mittee members are Thomas C. Morrill, New York deputy superintendent, chairman; Stratford D. Mills, New Jersey, and Milton G. McDonald, Mass.

The N.A.I.C. subcommittee on the multiple line blank under Joseph Collins, New York department, met with industry representatives May 11.

Waupun Board Elects

WAUPUN, WIS.—James Kastein of Kastein & Rikkers has been elected president of Waupun Board of Insurance Underwriters; Leslie C. Wedge, vice-president, and Miss Lillian Loomans, secretary.

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Shown here is the cover of our folder on Contractors' Equipment Insurance. Sent with a letter to all the general and heavy contractors in your area, and followed up by telephone or personal calls, this folder will help you make valuable contacts with some of the best insurance prospects you'll ever have. We'll be glad to send you a sample copy without charge or obligation.

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Insurable Interest of Life Tenants Discussed by John Even at Chicago

At the May meeting of the insurance law committee of the Chicago Bar Assn., John T. Even, a member of the committee and assistant manager of the western department of Fireman's Fund, reviewed some of the problems involved in determining the value of the insurable interest of life tenants, remaindermen and reversioners.

Mr. Even explained that it has been four years since the new interest policy received wide acceptance but as yet there is not a full appreciation of the change that it has wrought in the fire business.

A review of conventional life estates, life estates created by law and statutory life estates was made. Mr. Even noted that a life tenant's interest consists of his right to the use of property which

is the subject of life estate, for his lifetime. A life tenant is not bound to make any permanent improvements and cannot collect from the remaindermen or reversioners at the termination of the life estate if any such improvements are made. The life tenant is liable for waste and the duty lies upon him to keep up ordinary repairs of the premises during the life tenancy. It has been generally held that the life tenant need not insure property for the benefit of the remaindermen or a reversioner unless there is a special agreement between the parties—each has his own interest, which has a definite value and which may be insured. A life tenant or remainderman will not be benefited by each other's policy. If the life tenant insures his interest, he is entitled to the full proceeds of his policy which need not be used in rebuilding, even though the amount is greatly in excess of the value of his life estate.

In event of a total loss neither the

life tenant, the remainderman or reversioner has the right to insist on the rebuilding of the damaged or destroyed structure. If the building is destroyed as a result of the negligence of the life tenant, he is responsible for its replacement. The remaindermen must suffer all losses to the damaged or destroyed structure caused by acts of God, negligence of others and depreciation and obsolescence.

Mr. Even pointed out that the value of the interest of the life tenant consists of his use interest of the insured property and the liability imposed by law upon the life tenant for the property forming part of the life estate. The remainderman has an interest in the property which is co-extensive with his ownership.

There was a full discussion of the application of the co-insurance clause when the interest of life tenants and remaindermen were insured under the same policy.

Moderator for the discussion was Paul Heineke of the law firm of Heineke & Conklin.

Home Names Webster Chgo. Service Department Head

Tilford G. Webster, assistant manager of the Cook county department of Home at Chicago, has been appointed manager of the Chicago service department. He succeeds Clifford A. Nelson, who is leaving the company to join the Alexander H. Sibley agency in Detroit.

Mr. Webster started with the company in 1926 and served as a special agent in eastern Missouri. He was appointed associate state agent for Missouri in 1940 and state agent in 1942. In 1946, he was transferred to Chicago.

Mr. Nelson joined Home in 1938 as special agent in Detroit. He had been with Michigan Inspection Bureau since graduation from Illinois Institute. After his return from the Navy in 1945, he was appointed manager of the Chicago service department.

E. W. Brockmann, special agent in the Chicago service department since 1940 becomes assistant manager of the department.

North Carolina Agents Hold Pinehurst Convention

(CONTINUED FROM PAGE 1)

sources, while secrecy surrounds rate decreases.

The program included talks by Frank W. Potter, Aetna Casualty, on sales ideas at work and Wayne W. Thompson, assistant dean of American Institute for Property & Liability Underwriters, on "Professional Standards in the Insurance Business," which described the C.P.C.U. examination system, and a discussion of the part the agent should play in furthering public safety programs at the community level.

Talking on educational developments in the insurance field, Dan M. McGill, Julian Price associate professor of life insurance at the University of North Carolina, said he had had some 400 students in his classes, taking all forms of insurance study. The chair he occupies is the only endowed one of its kind in the nation, and commencing with the next college year the university will offer students the opportunity to major in insurance. His course ties in with the C.P.C.U. requirements.

Don't Seek More Laws: Berry

J. Raymond Berry, general counsel of National Board, advised the agents that ever since 1944 the insurance business had been "put through the legislative wringer." He said there are now so many laws and regulations, both federal and state, that nobody could possibly keep track of them and that in large measure the insurance business itself is responsible for their multiplicity. He advised agents to give existing laws a chance to prove themselves before mixing in attempts to produce more and to go back to the business of selling insur-

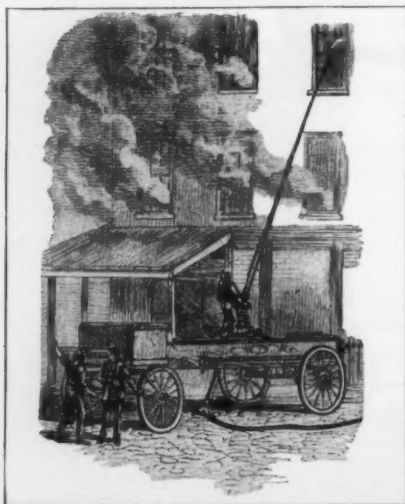
ance and not to try to be half insurance men and half lawyers.

The Thomas Gresham Redden Trophy, for outstanding public service to the association and the community, went to Greensboro Insurance Exchange, headed by C. F. Forbes, for the second straight year, the first time any exchange had repeated; the Louis M. Connor Cup, for outstanding services rendered the association during the recent legislature, to R. Stanford Webb, Asheville, and the C. W. Coghill Memorial Plaque, for outstanding work in raising a public relations safety fund to establish teaching of safety education in public schools, to Fred C. Kinzie, Spindale.

Mrs. John T. Even has been elected president of the Illinois Unit of American Assn. of University Women. Mr. Even is assistant manager of Fireman's Fund at Chicago.

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Auto Under. Mgr.	East	450
Inland Marine Under.	Chicago	450
Comp. & Lia. Under.	California	400
Lloyds Underwriter	Illinois	400
Casualty Underwriter	Texas	350

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Perrin Is I.M.

E. J. Perrin, Automobile, Inland Marine Underwriter, at the annual meeting at Whippoor Springs, Powell & Son was elected vice president; H. L. general manager and Joseph assistant general manager. Named to executive committee were Carey, III, Wendell Wash, Great American, North American, L. M. Ball, elected chairman of the committee of Insurance Bureau. Other are D. F. C. W. F. Boyle, Mr. Cheston, I.M.U.A. revised war this recommendation by William L. National Bureau writers, in the discussed the of insurance, parallel betw casualty line Home, Philadelphia.

Topeka Wins Inc.

WASHINGTON — an unincorporated Court holds, semblance to its taxing as organization of a portion of a entity. Accue comm several thou declared valencies and In North commissioners did business taxes there ance with revenue act held such lieu of a ta terms are u ternal rever is not enti taxes paid a that section Petitioner cies totaling refunds tota

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Perrin Again Is I.M.U.A. Chief

E. J. Perrin, Jr., vice-president of Automobile, was re-elected president of Inland Marine Underwriters Assn. at the annual meeting at White Sulphur Springs, J. W. Powell of Chubb & Son was re-elected vice-president; H. L. Wayne, general manager, and Joseph Bill, assistant general manager.



E. J. Perrin, Jr.

Named to the executive committee were S. W. Carey, III, Providence Washington; J. J. Barghusen, Great American and E. M. Cheston, North America.

L. M. Baldwin, Travelers Fire, was elected chairman of the executive committee of Inland Marine Insurance Bureau. Other members of the committee are D. F. Cox, Jr., Appleton & Cox; W. F. Boylan, St. Paul F. & M. and Mr. Cheston.

I.M.U.A. adopted the recommended revised war risk exclusion clause and this recommendation was taken under advisement by the bureau.

William Leslie, general manager of National Bureau of Casualty Underwriters, in the feature talk at the dinner discussed the history of state regulation of insurance. He remarked on the close parallel between inland marine and casualty lines. Patrick Fitzpatrick, Home, Philadelphia, won the golf tournament.

Topeka Local Board Wins Income Tax Issue

WASHINGTON—Topeka Insurers, an unincorporated association, the Tax Court holds, did not bear sufficient resemblance to a corporation to warrant its taxing as such. The court held the organization falls within expanded definition of a partnership, not taxable as an entity. Accordingly, the internal revenue commissioner's determination of several thousand dollars income tax and declared value excess profits tax deficiencies and penalties was reversed.

In Northwestern Mutual Fire vs. commissioner, the Tax Court found it did business in Canada, paid premium taxes there in 1942 and 43 in accordance with the Canadian special war revenue act of 1915, as amended. It was held such taxes were not taxes "in lieu of a tax upon income", as those terms are used in section 31 (H), internal revenue code, and the insurer is not entitled to credit for income taxes paid a foreign government under that section.

Petitioner had been assessed deficiencies totaling some \$10,000, but claimed refunds totaling \$21,037.

New Dodge County President

MAYVILLE, WIS.—John DeHartog, Jr., Waupun, has been elected president of Dodge County Assn. of Insurance Agents to succeed George Stoddard, Beaver Dam, who resigned because of a business change. At a meeting here, Richard White, Milwaukee, special agent of Hanover, discussed specific and blanket coverages, while Urban Krier, executive secretary Wisconsin Assn. of Insurance Agents, spoke on state legislation.

Truck Problems Aired

The safety and insurance problem was the subject of a panel discussion at St. Louis, Monday, during the meetings there of seven committees and councils of American Trucking Associations. The moderator was W. A. Bresnahan, secretary of American Trucking Associations' insurance advisory committee. Insurance men on the panel included

Irving Markel of Markel Service; Dwight McCracken of Liberty Mutual; R. H. Wentzel of Truck Insurance Exchange, and Harold S. Bowen of Norwalk, O., representing National Assn. of Insurance Agents.

U. S., English Secretaries "Case" One Another's Lands

The London Lloyds brokerage firm of Stewart, Smith & Co., Inc., is in process of having a young woman secretary from London visit its offices in the United States and Canada, and having a New York secretary visit the London office for a month. The purpose is to have these young ladies become acquainted with the personnel on either side so that correspondence and communications may be handled against a background of acquaintanceship with individuals and with operating conditions. The English secretary arrived

at New York this week, she being Cecily Ford. She will visit the New York office for a week, the Chicago office for a week and Montreal for a week. Ruth Lissau is the New York secretary that is going to London.

J. C. Pearson, Texas Field Veteran, Retires

J. Charles Pearson, Texas state agent for Fidelity & Guaranty, has retired after 40 years in the field. He will be succeeded in the Dallas office by Frank M. Caldwell, who will have charge of the northern half of the state. The southern territory will be divided between Elwood W. Pierce, Houston, and H. C. Herring, San Antonio.

Mr. Pearson started in the business in 1909 with Trezevant & Cockran. In 1923 he went with Queen as special agent. He joined Fidelity & Guaranty

when it was organized in 1929 and has been Texas state agent since then.

Mr. Pearson is a past most loyal gander of Alamo pond of Blue Goose. A dinner was recently given him at the home office attended by executives of the company and veteran field men.

Setz Is 35-Year Man

Arthur R. Setz, operating Service Insurance Agency, Waterloo, Wis., is observing his 35th anniversary in the business. He took over the former Reide-mann agency in 1914 while still in high school and later held other jobs while continuing as local agent on a part-time basis. In 1920 he was well enough established to devote full time to the agency and a year later bought the Roach & Son agency. He is secretary of Insurance Underwriters Assn. of Jefferson County and chairman town and farm agents committee of the Wisconsin association.

There's no impulse buying in **THIS** market!



Manufacturers ask questions before they buy insurance. Suppose a prospective client says—

"A machine in my manufacturing plant explodes and badly damages an adjoining plant owned and operated by another manufacturer. Would the property damage suffered by the neighboring manufacturing plant as a result of this explosion be covered by my Manufacturer's Liability policy?"

Could you answer his question?

Answer to the quoted question is contained in the Group's current issue of "True or False." Your copy is available on request to our Advertising Department.

The right answer at the right time creates confidence in your ability to intelligently serve your clients. And, nowadays, there are innumerable opportunities awaiting the progressive agent to sell not only Manufacturer's Liability insurance but other liability lines as well. Agents of the Royal-Liverpool Group can count on information and assistance in soliciting this type of business.

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Kansas Field Men Hold Rallies

Kansas field men representing four organizations met at Wichita for their annual round-up. Kansas Fire Underwriters Assn., Kansas Fire Prevention Assn., Kansas Field Club and Kansas Blue Goose conducted their business meetings.

E. P. Janousek, Security of New Haven, is the new president of Kansas F.U.A., succeeding C. J. Wintrol, Royal. Earl W. Walker, North British, is vice-president and George E. Erickson, New Hampshire, was reelected as secretary. In reporting for the joint

educational committee of W.I.B. and W.U.A. associations, Edward McDermott, Home, announced that the regional educational and public relations zone meetings will be continued in cooperation with Kansas Assn. of Insurance Agents, and the fire prevention association. W. S. Whitford, president of Millers National, represented the joint educational advisory committee.

The fire preventionists elected John L. Vorse, Royal, as president. He succeeds Harry B. Brown, Northwestern National. The new vice-president is Charles Frazier, Aetna, and W. S. Gibbons, St. Paul F.&M., was reelected secretary. The group voted to continue inspections of county homes and homes for the aged.

All officers of the bureau field club

were reelected, they being: President, Harold E. Holtz, Millers National; vice-president, Paul Cramm, Northwestern National; secretary, J. Y. Dickerson, Loyalty.

The Blue Goose advanced Mr. Holtz to most loyal gander at a meeting which featured the initiation of nine goslings, a golf tournament, stag buffet and banquet. W. F. Ehret, America Fore, a former M.L.G., who had filled out the unexpired term of George L. Hampton, Jr., as M.L.G., presided at all sessions. William W. Barrett, Fireman's Fund, was advanced to supervisor; C. J. Wintrol, Royal, is custodian; Edward McDermott, Home, guardian, and E. P. Janousek, keeper. George E. Erickson, New Hampshire, was started up the line as welder.

Delegates to the grand nest meeting are Mr. Holtz and R. B. Lathan, North America, alternates. Ten members were awarded 25-year pins.

Winner of the low medalist prize at golf was J. E. Wilkinson, London & Lancashire, and H. R. Joyce, National Union, was high. M. W. Whitelaw, Western Adjustment, was in charge of entertainment.

Perry to Higher Fireman's Fund Marine Post

John S. Perry has been promoted to marine superintendent in the western department of Fireman's Fund, replacing Daniel Gorski who has resigned to resume field work with another company at Cincinnati.

Mr. Perry had considerable inland marine experience prior to the war. He served as a lieutenant in OSS and after the war went with Fireman's Fund. For the past two years he has been in charge of the Cook county marine department.

STOCKS

By H. W. Cornelius, Bacon, Whipple & Co., 135 So. LaSalle St., Chicago, May 9, 1940

	Div.	Bid	Asked
Aetna Casualty	3.00	85 1/2	87 1/2
Aetna Fire	1.80*	52 1/2	54
Aetna Life	2.50*	55 1/2	57 1/2
American Alliance	1.10*	23 1/2	24 1/2
American Auto	1.60	45 1/2	47 1/2
American Casualty .....	.80	12 1/2	13 1/2
American (N. J.) .....	.70	17 1/2	18 1/2
American Surety	2.50	58	60
Boston	2.40	66	68
Camden Fire	1.00	20 1/2	21 1/2
Continental Casualty	2.00	56 1/2	57 1/2
Fire Association	2.50	61	63
Fireman's Fund	2.60	78 1/2	80 1/2
Firemen's (N. J.) .....	.50	16 1/2	17 1/2
Glens Falls	2.00*	48 1/2	50 1/2
Globe & Republic .....	.50	10 1/2	11 1/2
Great Amer. Fire	1.30*	31	32 1/2
Hanover Fire	1.40	30 1/2	31 1/2
Hartford Fire	2.50*	125	127
Home (N. Y.)	1.30	29	30
Ins. Co. of North Am.	3.50*	107	109
Maryland Casualty .....	.50	14	15
Mass. Bonding	1.60	26 1/2	28
Merchants Fire, N. Y.	1.15*	27	28 1/2
National Casualty	1.45*	25 1/2	27 1/2
National Fire	2.00	54	56
New Amsterdam Cas.	1.20	29 1/2	31 1/2
New Hampshire	2.00	43	44 1/2
North River	1.20*	24 1/2	25 1/2
Ohio Casualty	1.00	49	Bid
Phoenix, Conn.	2.00*	85	87
Preferred Accident	1.00	3 1/2	4 1/2
Prov. Wash.	1.40*	33 1/2	35
St. Paul F. & M.	2.25*	83 1/2	85 1/2
Security, Conn.	1.40	34 1/2	35 1/2
Springfield F. & M.	1.90	44 1/2	46 1/2
Standard Accident	1.45	32 1/2	34 1/2
Travelers	22.00*	665	680
U. S. F. & G.	2.00*	52	53 1/2
U. S. Fire	2.00	58 1/2	60

*Includes extras.

New Hampshire MANCHESTER

Manchester, population 83,000, industrial and financial center of the State, rises from both banks of the Merrimack and is encircled by New Hampshire hills. The Indians chose Amoskeag Falls as one of their favorite fishing places and it was here that in 1650 John Eliot conducted the first school for the Redman. A pioneer settlement was made in 1722 and about 1736, Brigadier-General John Stark, Manchester's Revolutionary hero, settled here.

The town was known as Derryfield but Judge Samuel Blodgett, after a trip to Manchester in England in 1810 was instrumental in changing its name, for this man of vision saw the small town of 615 people the "Manchester of America." Manchester was the home of the Amoskeag Manufacturing Company, once the largest cotton mill in the world, and its development was due in part to the expansion of these mills. Today Manchester is the home of the New Hampshire Fire Insurance Company, whose motto, "Sound, Solid and Successful", is a guarantee to every one of its policyholders.

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PORTSMOUTH, NEW HAMPSHIRE

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Honor C. H. Parsons at 80-Year Mark

CLEVELAND—A large group of insurance friends on Wednesday attended a luncheon for Charles H. Parsons, chairman of the Brooks & Stafford Co. agency, on the occasion of his 80th birthday. It is an old custom in Cleveland to salute active insurance men who have reached their 80th birthday anniversaries, Mr. Parsons being the 12th such octogenarian honored. Clayton G. Hale served as chairman of the gathering and presented Mr. Parsons in behalf of the group an oriental rug and testimonial signed by all present. The arrangements committee consisted of John W. Barrett, Mr. Hale and John W. Hannon.



Chas. H. Parsons

Mr. Parsons, then residing at Wooster, O., entered business life at the age of 11 by carrying papers and working for Pennsylvania railroad during vacations. In 1885 his family moved to what is now part of Cleveland and he worked for Lamson & Sessions Company and E. R. Hull & Company. Two years later he went with Bernard & McAninch. Three years later when Mr. Bernard died the firm became O. M. McAninch & Co. The next year it was changed to McAninch, Parks & Co. In 1892 McAninch & Parks separated and the firm again became O. M. McAninch & Co., with Mr. Parsons as a partner. In 1905 it was incorporated as McAninch, Parsons Co. with Mr. Parsons as secretary.

In 1910 there was a combination with H. Marshall Brooks Co. to form Brooks, McAninch, Wilbor, Parsons Co. When Mr. McAninch left the firm in 1916 the title became Brooks, Wilbor, Parsons Co. A further combination with Stafford, Goss, Bedell & Co. in 1921 resulted in the formation of Brooks & Stafford Co. Mr. Parsons was vice-president of that agency until 1940 when he became president. He later became chairman. Brooks & Stafford Co. is celebrating its 100th anniversary this year.

Mr. Parsons has represented Queen for the entire period of 62 years that he has been in the insurance business. He served as president of Cleveland Insurance Board in 1920.

Launch Self-Insurance Plan for Schools in N. C.

RALEIGH, N. C.—The North Carolina board of education has set up a self-insurance system for public schools, as authorized by the legislature, fixing the rate at 90% of rates charged by insurance companies prior to June 1940, when a 25% increase went into effect.

The board adopted a resolution calling for the creation of a division of insurance in the board of education and gave a committee power to select a director. The insurance plan is to be in operation by July 1. Local school units have until 1951 to decide whether they will participate in the state insurance program.

The 25% increase in rates led to protests by board of education and eventually to the state insurance program.

Hail Writing Near Peak

MINNEAPOLIS—A few scattered hail storms in this territory have stimulated hail writing which is now nearing the peak volume. Crop prices are not likely to be as high this year as the past few seasons but they will be high enough to justify plenty of hail coverage. In parts of Minnesota the seeding was late, which will affect the liability of hail companies.

Bureau A. & H.

In conjunction with Underwriter to honor men who roles in the activities of the U.S.F. Fidelity & Sons, represented by Mr. Braun, secretary who retired.

Mr. Temple's 50th anniversary in A. & H. N.A.I.C. in standard guide, was its formation of the gov. 1929. Mr. He served from 1943 months ago with F. in development use by man. Other sp. Ray L. H. nity; Paul John F. I. former chair.

H. H. Mc

Henry H. assistant manager Bureau been adjust Atlanta office College, Chicago-Kel started in Travelers in mental Casu Underwriter to an execu fice. Later lina with J. joined G.A. Rush Lee Florence, S. assistant man.

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MILWAU waukee Co. Surety Und upon by th meeting th question of surplus The office animously istence of t essary, acco secretary. can better ship in the Underwriter name "Fire" new bylaws fire and cas

Ocean C

Herbert F. at New Yo retire Jew by Peter B. dent manage Mr. Barr

Bureau Honors Three A. & H. Veterans at Dinner

In conjunction with an educational seminar in New York, Bureau of A. & H. Underwriters gave a testimonial dinner to honor the anniversaries of three men who have long played important roles in the A. & H. business and in the activities of the bureau: F. Leroy Templeman, Maryland Casualty; Harry Prevost, U.S.F. & G., and Philip H. Sheridan, Fidelity & Casualty. Among the 75 persons, representing 45 companies, who attended the dinner was Ralph M. Braun, secretary emeritus of the bureau, who retired in 1946.

Mr. Templeman on May 5 celebrated his 50th anniversary with Maryland and in A. & H. insurance. He gained especial recognition for his work in assisting N.A.I.C. in the development of the standard provisions law and the official guide, was a leader in the bureau since its formation in 1914, and was chairman of the governing committee from 1927-1929. Mr. Prevost will retire in August. He served as chairman of the bureau from 1943-1945. Mr. Sheridan some months ago celebrated his 50th anniversary with F. & C. He was instrumental in developing the 1948 manual now in use by many companies.

Other speakers at the dinner included Ray L. Hills, Great American Indemnity; Paul H. Rogers, Aetna Life, and John F. Lydon, Ocean Accident, all former chairmen of the bureau.

H. H. Moore Advanced

Henry H. Moore has been appointed assistant manager for General Adjustment Bureau at Raleigh, N. C. He has been adjuster at large attached to the Atlanta office. He attended Wake Forest College, University of Chicago and Chicago-Kent College of Law. He started in the insurance business with Travelers in 1921 and was with Continental Casualty. In 1926 he went with Underwriters Adjusting and advanced to an executive position at the head office. Later he returned to North Carolina with James C. Greene Co. until he joined G.A.B. in 1948.

Rush Lee Johnson, senior adjuster at Florence, S. C., has been appointed assistant manager there.

Niedecker Tulsa Speaker

William Niedecker, Chicago manager of American International Underwriters, addressed a luncheon meeting of Tulsa Assn. of Insurance Agents on the placing of foreign risks. Norman Casey, chairman of the entertainment committee, presided.

Mo. Assn. Announces Dates

Missouri Assn. of Insurance Agents will hold its annual meeting Sept. 8-9 at the Jefferson hotel, St. Louis.

May Drop Casualty Board

MILWAUKEE—The future of Milwaukee County Board of Casualty & Surety Underwriters will be decided upon by the membership at a special meeting the evening of May 24. The question of disbanding and disposing of surplus funds will be voted on.

The officers and directors have unanimously agreed that the future existence of the board is no longer necessary, according to G. G. Blatz, Jr., secretary. They feel that its purposes can better be served through membership in the new Milwaukee Board of Underwriters, which has dropped the name "Fire" from its title, has adopted new bylaws and now embraces both fire and casualty business.

Ocean Change at N. Y.

Herbert F. Rascher, resident manager at New York for Ocean Accident will retire June 30 and will be succeeded by Peter Barr. Mr. Rascher was resident manager since 1929.

Mr. Barr has been assistant manager

for the past year and has had long experience in the home office and at Pittsburgh. C. Russel Sweet is the new assistant manager. He has been manager of the special risk department and earlier was in bonding claims work.

Enters TDB Field

Massachusetts Bonding announces that it will write non-occupational disability benefits and at the same time named Warren R. Behm as A. & H. superintendent at New York. He was with Loyalty group 10 years, with Phoenix Indemnity seven years and since 1946 he has been with U. S. Life as managing A. & H. underwriter.

Zell Heads Loss Unit

Leonard Zell has been appointed general adjuster in the western department of Hanover effective July 1, succeeding Harold S. Austin who has resigned. Mr. Zell has been Minnesota state agent and has also traveled the Dakotas.

Hear Traffic Engineer

Denver Assn. of Insurance Agents at its May meeting had Henry A. Barnes, director of traffic engineering, as guest speaker. He talked on "The Traffic

Problem and Its Humorous Side."

The association introduced a resolution favoring Saturday closing for all insurance offices.

Certified in W. Va.

National Bureau of Casualty Underwriters has been licensed as a rating organization in West Virginia. The bureau will be functioning as a rating organization in 49 states and territories and as an advisory organization in two others.

Hartford Veteran Retires

Walter J. Scrimmes, branch manager at Winnipeg of the Hartford group, has retired after serving the group 44 years. He is succeeded by W. R. Cope, who joined the group in 1921.

Tarbell Discusses New Blank

NEW YORK—Thomas F. Tarbell, actuary of Travelers, is discussing the combined fire and casualty annual statement blank at Insurance Accountants Assn. luncheon here Thursday.

Forum on I. M. Problems

NEW YORK—A forum on inland marine problems featured the last forum of Inland Marine Claims Assn. season

here. George Gross of the Powers, Kaplan & Gross law firm was guest participant. The annual meeting and election will be June 14.

Wilson to Local Agency

C. S. Wilson, formerly special agent in the Carolinas and Virginia for Continental Casualty, has joined the Carson agency of Charlotte, N. C., that is headed by McAllister Carson. Mr. Wilson becomes manager of the new A. & H. department of the agency.

Miss Lydia H. Norris, secretary to John Newlands, general attorney of Scottish Union, will retire on pension June 30. Miss Norris has served the company for more than 44 years, starting when James H. Brewster was manager. She subsequently acted as secretary to his successor, J. H. Vreeland, for many years. She was secretary in turn to his successor, T. R. Fletcher, for two years, before filling the same position for Mr. Newlands. She expects to move to southern California soon to live with her sister.

The Chicago office of Associated Aviation Underwriters has been moved from A-1845 Insurance Exchange building to A-903 in the same building.

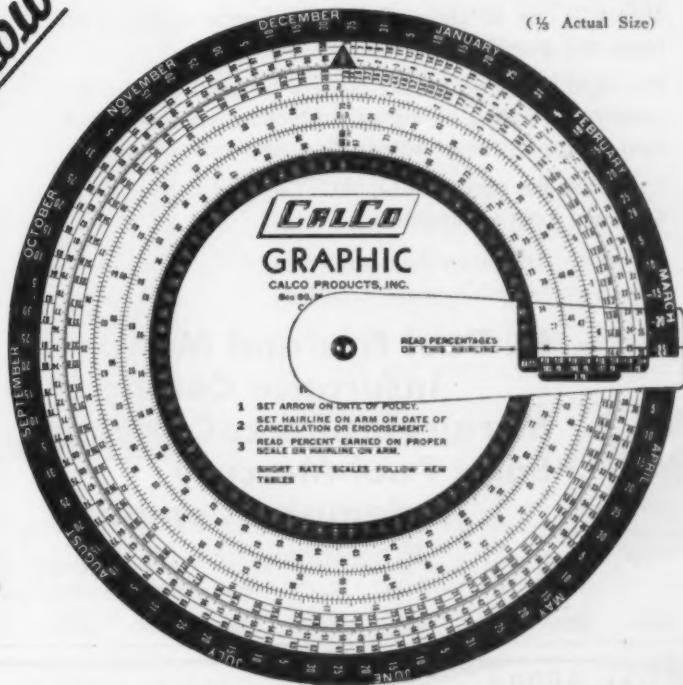
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(CONTINUED FROM PAGE 2)

tary Phoenix of Hartford; K. G. White, general manager Underwriters Adjusting, and G. W. Whitford, assistant manager Fire Association, interrupting them frequently with questions.

Mr. Berkson outlined the principles of building values and the need for scientific appraisals. Mr. O'Connor then called on Mr. White to substantiate his statements and to explain adjustment procedure and he seemed to mollify the "broker". Mr. Whitford proposed blanket coverage on building and machinery for the risk—a manufac-

turer of oil burners—reporting coverage on contents and business interruption insurance. Mr. White was called upon to explain a business interruption adjustment. Mr. Lelli recommended several inland marine contracts, his discussion of accounts receivable insurance getting particular attention. Mr. Eakin outlined the casualty aspects of the risk. His recommendation of \$100,000/250,000 liability limits seemed particularly to irk Mr. O'Connor who asked Mr. Hanson, as a practical attorney, to set him straight. Mr. Hanson confounded

him by describing how juries react and what they are doing now and he also convinced Mr. O'Connor that the firm needed products liability insurance. The session closed with a number of pertinent questions submitted from the floor.

Social Insurance Dangers

E. H. O'Connor, managing director of Insurance Economics Society, warned that neither insurance, nor medicine nor business has been sufficiently alert to the dangers of comprehensive national social insurance. The history of social insurance shows that it is impossible to accept one part of social insurance without ultimately falling prey to the whole scheme. He emphasized that social insurance pervades the entire body politic like a cancer and the benefits bestowed as rights are purchased by surrendering human rights.

Robert M. Babbitt, Jr., assistant vice-president of Joyce & Co., asserted that in the Chicago area in the past two years, a mere 8.2% of all liability policies written have been comprehensive general liability. He ascribed this largely to the laxness of producers in presenting this coverage. He termed it unbelievable that 91.8% of the insured would turn down the comprehensive form and prefer to keep the less satisfactory limited forms.

Mr. Babbitt has developed an approach for gaining adequate limits of liability that he has found is less confusing than asking the customer to increase his limits of 10/20 which cost 112% to 50/100 which cost 124%. Mr. Babbitt simply asks the insured if he would not like to have five times as much insurance for only 10% more.

There is no need to put off discussion of comprehensive cover with customers because they have several policies with various expiration dates, the speaker stated. A comprehensive policy may be issued almost any time. The coverages provided by other policies can be automatically included as they expire by using the pick-up endorsement.

Call It Dishonesty Insurance

H. T. Helton, assistant manager of American Surety at Chicago, said that an easy way to remove the mystery that has surrounded blanket fidelity bonds is to call these forms blanket dishonesty insurance, a much more lucid description of them. He outlined the differences between the primary commercial blanket bond and the blanket position bond and said that the fundamentals of both should be presented to the prospect in order that he may choose the one to fit his needs.

PLACE OF LLOYDS

Leslie H. Cook, Chicago reinsurance agent, termed erroneous the impression that London Lloyds affords a market for all the undesirable business in Illinois. Rather Lloyds is in an underwriting position to supplement the coverages and operations of the American companies, so that a combination of these companies and Lloyds makes available to the assured, insurance protection they otherwise would not be able to obtain, he explained.

Mr. Cook emphasized that Lloyds is not licensed or qualified to write all forms and types in the state, but is limited to the same extent as many of the other companies.

He spoke of the great help which Lloyds has furnished in easing the liquor liability coverage shortage in Illinois, commenting Lloyds position has been far from profitable and increasing verdicts are making this problem more difficult daily.

Mr. Cook indicated that the small risk or the specialty risk has found its

only real market for products liability with Lloyds. Lloyds in writing excess liability and property damage coverage over and above those of the underlying American companies, have been of great service, stated.

Where accident policies have not been renewed because of over-age policyholders, Lloyds offer protection to such an applicant. Lloyds offers malpractice cover for a number of risks which are not covered in the American market, he indicated.

Lloyds Writes Excess "Comp"

Lloyds is of service to large employers who self-insure their workmen's compensation exposure. Lloyds does not write primary compensation, but does offer specific excess loss compensation and excess of aggregate or stop loss coverage for the self-insured, he told his hearers.

J. H. Lewis of Marsh & McLennan, reminded the audience that hundreds of home owners are prospects for boiler insurance. If the home owner has steam heat, explosion of the boiler is not covered under the extended coverage endorsement. He emphasized that residence boiler insurance campaigns are producing good results these days. Residence boiler insurance covers explosion or cracking of heating water supply equipment and provides an inspection at regular intervals by the same engineers who inspect the industrial boilers. So reasonable and thorough is the coverage that the producer who studies it will write it on his own home if he does not already have it, Mr. Lewis declared. He explained that the smaller risk does not require engineering or underwriting knowledge beyond that which any producer can pick up quickly through working with special agents, studying company literature and educational material, and actually inspecting equipment in the homes of his clients.

Washington Agents to Meet at Wenatchee

Agency leaders of Washington will gather at Wenatchee May 13, for their spring session. Highlights will include reports by the legislative and fire contact committees to be presented by E. R. Bowden, Seattle, and R. J. Martin, Spokane, respectively. President H. H. Martin will submit a report on the recent mid-year meeting of the N.A.I.A. board of directors and the far west agents' conference in San Francisco. On Saturday, the visitors and their wives will be taken on a tour to Grand Coulee Dam.



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Four More for Gene

Four new to the program of American Agents 25. They are: Pea man of the men's comp president Z Joseph J. M.

Distaff W. Annivers

Insurance Chicago is dinner at Athletic Club 19. This festive occasion insurance D. Hershey w present and greetings. I be accompa Frank L. deputy dir The speaker evening will Robert I. head of the ance cour University nois. Flore berg-Carlson ident.

The nomi Mrs. Lillian tary of Insu ident; Mrs. Fire as vice- Commercial Hausen, Ro

Helen Bir of the way mittee, turn the activity trade M. F posed some that have b In this she she had m contribution Recogniti presidents, Mrs. Hugo Belcher, and

Greene Changes

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Service

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Four More Speakers Named for General Agents Meeting

Four new speakers have been added to the program for the annual meeting of American Assn. of Managing General Agents at New York City, May 23-25. They are D. J. Cowie, U. S. manager of Pearl; Mary H. Donlon, chairman of the New York State workmen's compensation board; A. J. Smith, president Zweig, Smith & Co., and Joseph J. Magrath, secretary of Federal.

Distaff Will Hold 10th Anniversary Dinner May 19

Insurance Distaff Executives Assn. of Chicago is holding its 10th anniversary dinner at Chicago Athletic Club, May 19. This will be a festive occasion. Insurance Director Hershey will be present and extend greetings. He will be accompanied by Frank L. Bartsch, deputy director. The speaker of the evening will be Dr. Robert I. Mehr, head of the insurance courses at University of Illinois. Florence M. Manson of Youngberg-Carlson & Co., will preside as president.



Florence Manson

The nominating committee report has Mrs. Lillian Herring, executive secretary of Insurance Federation, for president; Mrs. Mildred Kirk of Hartford Fire as vice-president Josephine Kimbell, Commercial Union, treasurer, and Ruth Hausen, Royal-Liverpool, secretary.

Helen Bircher of Firemen's, chairman of the ways and means welfare committee, turned in nearly \$400 through the activity of the membership. Gertrude M. Fey of Aetna Casualty composed some verses telling of this activity that have been very widely applauded. In this she told of the sacrifices that she had made in order to make her contribution to this welfare fund.

Recognition will be given to the past presidents, who are Miss LaVerne Hand, Mrs. Hugo Dalmar, Mrs. Kathleen Belcher, and Mrs. Sadie M. Hoffman.

Greene Makes Many Staff Changes, Opens at Norfolk

The James C. Greene Co., independent adjusters, has opened an office at Norfolk. Manager is William R. Miller, Jr., who was formerly with Seibert Co., independent adjusters in Norfolk, and has recently been with the law firm of Pilcher there.

Greene & Co. has appointed George S. Malavis of Columbia to be general manager for South Carolina. W. G. Smith has been transferred from Durham to become manager at Florence.

F. C. Johnson of the Sumter office has been named manager at Goldsboro. Mr. Johnson was originally with Travelers and then with Crawford & Co., independent adjusters at Savannah.

R. L. Soles becomes manager at Durham to replace G. C. Gentry, who has become southeastern loss manager of General of Seattle at Atlanta. Mr. Soles has been manager at Chambersburg, Pa., for Curley Adjustment Bureau. C. R. Matheson, who has been with Gay & Taylor, adjusters, at Winston-Salem, has been named adjuster at Durham.

Service Bill Issue in Ill.

The unauthorized insurers service of process bill in the Illinois legislature was introduced under the sponsorship of Chicago Bar Assn., as a separate enactment. However, the insurance department prefers to have it go through as an amendment to the insurance code. When this question is resolved, it is very likely that enactment will follow.

United Mutual Gets OK of Multiple Location Plan

The New York department has approved a multiple location rating plan of United Mutual. This embraces use of average rates based upon specific location rates and modified as to experience, with a 10% credit for expense savings on premiums above \$1,000 and with credits for deductibles up to \$5,000. United Mutual now has to rescind the authority that it gave to New York Fire Insurance Rating Organization and Allied Lines Assn. to make rate filings on its behalf.

Multiple Line Bill Passes Ohio House

COLUMBUS — The Ohio house passed the multiple line bill unanimously. Certain amendments proposed by Ohio Assn. of Insurance Agents to make it clear that the bill is not intended to interfere with the present licensing situation were approved by the insurance committee before the bill got to the floor.

The bill sets up a number of different categories of insurance, with minimum

combined capital and surplus requirements for each. If passed by the senate and signed by the governor, it will make it possible for an insurance company meeting the maximum requirements to write all lines of insurance except life in Ohio.

Ala. Legislature Opens

The Alabama legislature opened last week. A bill of interest to insurance would separate the fire marshal's office from the department of commerce and require that the tax of 2/5 of 1% on fire premiums be devoted to use of the fire marshal. It now goes into the general fund and the fire marshal's office gets only a small portion of the money appropriated to the department of commerce.

In his message Governor Folsom advocated a law to compel foreign insurers to invest fixed percentages of reserves in Alabama.

A bill to take the bureau of insurance and bureau of rates out of the department of commerce and convert them into an insurance department will be introduced later. It has strong backing, especially from local agents.

Siewers Heads Special Service Unit for Royal

F. G. Siewers has been named by Royal-Liverpool group as superintendent of the special service department of the fire companies. He will supervise writing of business interruption, sprinkler leakage, explosion and special lines.

Mr. Siewers joined Royal in 1927 and served in the underwriting department until 1938 when he was appointed special agent in Connecticut. In 1946 he became special representative travelling countrywide for the brokerage, general cover and special service departments. Mr. Siewers was a major in the army.

Plumbers to Hear Criddle

A. H. Criddle, Philadelphia, chairman of the casualty committee of National Assn. of Insurance Agents, will address the National Assn. of Master Plumbers convention in Cleveland, June 1.

Ohio Meetings Set

Ohio Assn. of Casualty & Surety Managers will meet May 16 at Columbus. The annual meeting and banquet will be held June 7.



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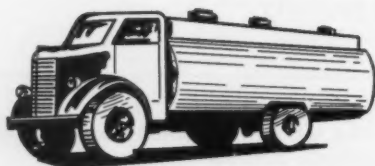
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Landen to Underwriting Post at Springfield H. O.

Springfield F. & M. has transferred Harry J. Landen, resident secretary, from Boston to the head office where he will be assigned to duties in connection with underwriting. Richard R. Rathbun has been named special agent at Boston to assist in the eastern Massachusetts and Rhode Island fields.



H. J. Landen

Mr. Landen has been with Springfield since 1915 except for a period in the navy during the first war. In 1925 he was appointed special agent in Alabama and three years later was transferred to Boston. He has been senior in charge of the Boston office since 1937. Mr. Landen was appointed superintendent of agencies in 1942 and resident secretary in 1945. He served two years as president of New England Insurance Exchange and two years as president of the Bay State Club, and has been chairman of that organization's public relations committee for seven years.

Mr. Rathbun is a graduate of Colgate and Northwestern Universities. He served in the navy from 1941 to 1945 when he joined Springfield. For the past 2½ years he has been in the inland marine department.

GIVEN FAREWELL DINNER

BOSTON—Harry J. Landen, resident secretary of Springfield Fire & Marine, who has been called to the head office to have charge of underwriting activities in the middle department, was given a farewell testimonial dinner here. Scores of friends among the field men, agents, adjusters and attorneys, Commissioner Harrington, Manager Ben Hermes of New England Fire Insurance Rating Association and officers of several insurance organizations were among those present. Arthur J. Anderson was toastmaster and presented Mr. Landen a wrist watch from his friends.

Reid Iowa 1752 Head

Gordon K. Reid of Cedar Rapids has been elected president of the Iowa 1752 Club. He succeeds William Bowles, also of Cedar Rapids. Elton E. Mann is vice-president; Harry H. Hawkins, treasurer, and Robert Miller, secretary, all of Des Moines.

G. J. Gumpert to Maine

Hanover Fire has appointed George J. Gumpert as state agent for Maine. He has been in the home office underwriting department since 1941, except for three years in the army.

DEATHS

John L. Robinson, 57, veteran agent of Inter-Ocean, died at Bethesda Hospital, Cincinnati, following an illness of several days. Mr. Robinson joined Inter-Ocean in 1931 after service with the old Gem City Life of Dayton.

Thaddeus C. Field, II, 55, president of T. C. Field & Co., St. Paul general agency, died Monday while on a business trip to California. He was a lifelong resident of St. Paul where his family has been prominent socially and in business for 75 years. He was a graduate of the University of Pennsylvania. Mr. Field established his insurance business in 1920 and for many years was associated with the late Frank S. Rogers under the name of Rogers & Field. About 10 years ago they established separate agencies.

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Mich. Fair Trade Bill with New Touch Enacted

LANSING — Michigan legislature passed an expanded version of the all-industry fair trade practices act.

Norman Reynolds, local attorney representing Life Insurance Assn. of America said his organization is hopeful that the added Michigan provisions, particularly those empowering the commissioner to call trade conferences to determine what are unfair practices and then to promulgate rules banning such practices, will not be copied elsewhere.

Louisville Agencies Merge

Sterling G. Thompson Co., Louisville, has purchased the old Jefferson, Noyes & Embry agency, established in 1891.

Henry W. Chambers, Jr., who has been a solicitor for Jefferson, Noyes & Embry, is establishing a new non board agency to represent non board companies that were in Jefferson, Noyes & Embry.

Jefferson, Noyes & Embry left the Louisville Board about 25 years ago over the famous fight on bank agencies.

Baugh Assistant Director

Spalding Southall, new Kentucky insurance director, has named Charles J. Baugh assistant director, to fill the post formerly filled by Mr. Southall. Baugh has been an associate director, handling fire and allied lines. Southall specialized in life, while assistant director. Baugh was formerly in the insurance business at Mayfield and Murray. He spent 31 months in the army.

Boyd Division Examiner

Ralph Boyd, chief clerk of the Missouri department, has been promoted to the position of division examiner. He succeeded as chief clerk by A. F. Smith of Macon, formerly in the real estate and insurance agency field.

J. C. O'Connor Slated

J. C. O'Connor, editor "Fire, Casualty & Surety Bulletins" and associate editor of THE NATIONAL UNDERWRITER, will discuss trends and developments in the insurance business at the meeting of Cincinnati Fire Underwriters Assn. Thursday of this week. President A. M. O'Connell will report on the present hectic legislative session at Columbus.

Herman Schottenfels has been appointed chairman of the educational committee of the Cincinnati Board; Frederick Rauh, finance chairman and H. P. Sweeney, program chairman.

Thomas Has Own Agency

Blair Thomas, who has been vice-president and secretary of Fraser-Thomas Agency, Denver, has opened his own agency there. Mr. Thomas has a background of many years in insurance. He was formerly with Travelers, Lumbermen's Mutual Casualty, and Iowa Mutual Liability. He was in charge of the Rocky Mountain department of the latter company for two years, handling both claims and production.

Iowa Fines Two Companies

Commissioner Alexander of Iowa has levied fines of \$50 against Farmers Elevator Mutual of Des Moines for failure to file deviations of rates for fire and allied lines and Seaboard Surety for failure to file a schedule of burglary insurance rates. Both companies waived the hearings.

County to Use State Fund

MONROE, WIS.—All public buildings owned by Green county will be insured in the state fire fund as policies with private companies expire, the county board of supervisors has voted. Proponents of the change said the state would make appraisals of all property without cost to the country to determine current replacement values and adjust coverages accordingly.

Pa. Joint Rally June 13-14

STATE COLLEGE, PA.—The second Pennsylvania insurance educational conference will be held here June 13-14, sponsored by Pennsylvania Assn. of Insurance Agents and 11 other groups.

The experimental conference last year worked out so well, according to Frank D. Moses, that it is being listed as an annual event.

In addition to the state agents' association, sponsors this year are Pennsylvania State College department of economics and extension services; Anthracite Field Club, Casualty Assn. of Pittsburgh, Casualty Underwriters Assn. of Philadelphia, Pennsylvania Field Club, Smoke & Cinder Club, Surety Assn. of Pittsburgh, Surety Underwriters Assn. of Philadelphia, Underwriters Club of Philadelphia, Insurance Society of Philadelphia and Insurance Club of Pittsburgh.

Makes 2d Auto Rate Cut

Farmers Mutual Auto of Madison, Wis., has announced a second rate cut in automobile insurance rates within a year, ranging from 5% to as high as 50% for some coverages.

St. Louis Blue Goose will hold its annual meeting and initiation May 16.

Valuations Subcommittee Meets in N. Y. May 17-18

The National Assn. of Insurance Commissioners subcommittee on valuation of securities will meet with industry representatives at the New York department May 17-18. Principal topic of discussion will be the measures to be adopted to expand the activities of the N.A.I.C. securities valuation committee with the \$250,000 in funds to be contributed by the companies under the recently adopted Mahoney committee legislation. New York and New Jersey have already passed the required bills with action expected soon in Massachusetts, Pennsylvania and Connecticut. Superintendent Dineen of New York is subcommittee chairman.

Oakland Outing May 26

Oakland Assn. of Insurance Agents is holding its annual golf tournament and outing May 26 at Mt. Diablo Country Club.

A. F. Bennett on Leave

Arthur F. Bennett, former manager at Chicago for Atlantic Mutual, is now on leave of absence from the company.

Corcoran to Manufacturers Casualty as Secretary

Fred L. Corcoran has been named secretary of Manufacturers Casualty and Manufacturers Fire in charge of claim department. He joins the company after three years as casualty claims manager for National Surety. Mr. Corcoran started in the business 15 years ago with Liberty Mutual and was with that company until 1945.

Danby to McGee & Co.

R. W. D. Danby, general manager of Alberta General, formed and supported by the provincial government of Alberta, has resigned to join William H. McGee & Co., New York.

Signs Ill. All Lines Bill

Gov. Stevenson of Illinois has signed the bill permitting stock companies to write both fire and casualty insurance. Heretofore mutual companies only have enjoyed this privilege.

Markham to Resolute

George I. Markham, Toledo, has been named special agent for Ohio by Resolute Fire.

THE GUARANTEE COMPANY OF NORTH AMERICA

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FIELD

Rolf Rosenlund New Head of Ohio Blue Goose

More than 150 members of Ohio Blue Goose attended the annual meeting at Columbus, when 24 new members were initiated and memorials read on the passing of eight ganders the past year.

Newly elected officers are Rolf Rosenlund, Home, most loyal gander; Dwight D. Montgomery, Ohio Farmers, supervisor; Curtis F. Eagle, American, custodian; John W. Weddell, Factory Insurance Assn., guardian; Fred I. Sipp, Hartford Fire, keeper, and William W. Waters, Ohio Farmers, wielder.

At the banquet following the business meeting, Joseph Harter, insurance attorney of Columbus, was toastmaster and introduced James Garfield Stewart, member of the Ohio supreme court, who gave an inspirational address.

Roberts Retiring, W. I. Pye Named to N. Y. Post

Walter O. Roberts, manager of the Buffalo-Rochester territory for Travelers Fire, has retired and William I. Pye has been named to succeed him.

Mr. Roberts has served Travelers for 22 years as manager at Buffalo.

Mr. Pye joined Travelers in 1941, following graduation from the University of Vermont. He was in training to become a special agent when he left for service with the navy. Upon his return he was appointed special agent at Manchester, N. H. In 1948 he was appointed assistant manager at Rochester.

Va. F. & M. Names Henke and Cox in Virginia

George C. Henke has been appointed state agent in Virginia for Virginia F. & M. with headquarters at the home office in Richmond. Except for 2½ years as an officer in the navy, Mr. Henke has been with Virginia F. & M. since 1929. He is a graduate of New York University.

Robert L. Cox, Jr., has been appointed special agent in northwestern Virginia with headquarters at Arlington. Mr. Cox has been an underwriter with the company for two years.

Change at Omaha

Norman N. Kemmler has been named executive state agent for the Lou W. Clark General Agency of Omaha. L. A. Huffman has resigned his connection with the organization.

Jones to Commercial Union

Terry R. Jones, formerly with Joe H. West & Co. of Tulsa, has been appointed special agent for Oklahoma by Commercial Union. He will work out of the office of Howard E. Pate, state agent, at Oklahoma City.

Reiter Now Field Supervisor

American has appointed Samuel H. Reiter as field supervisor for the fire companies in New Jersey.

Mr. Reiter joined American in 1912 and has been in the accounting, brokerage and service departments. In 1923 he became special agent in New Jersey and in 1939 was named state agent.

Security Names Jones in Va.

Security of New Haven has appointed Bernard L. Jones, Jr., as special agent for Virginia, District of Columbia and Maryland. He will have headquarters at Richmond.

Mr. Jones served in the army, 1942-46, and was discharged as a first lieutenant.

The F. M. Logsdon agency of Des Moines has purchased the Paden agency from Mrs. Cynthia Paden.

NEW YORK

CULP PATCHOGUE CHIEF

Clyde E. Culp, Jr., has been appointed G.A.B. manager at Patchogue, N. Y., succeeding Earl U. Chambers, who has returned to Jamaica, N. Y., as an adjuster. Mr. Culp has been with G.A.B. at Washington seven years.

EYES DISCOUNT PLAN

Brooklyn Insurance Brokers' Assn. at its May meeting heard Clarence Fenn, Aetna Casualty, discuss the new premium discount plan now in effect in New York.

SQUARE CLUB MEETING

Gerard Luisi, St. Paul group, and Lt. Jerry Murphy of the New York police department, will address Insurance Square Club of New York May 16. Their topic will be the activities of the bureau of lost property.

Cornelius J. Walsh, recently appointed to the New York City board of education, is head of the midtown agency of Walsh & Walsh. The firm acts as general agents for Fireman's Fund, Queen and American Bonding.

Makes Gains in Quarter

Kansas City F. & M. has reported net earnings for the first quarter nearly double those of a year ago. Net underwriting and investment earnings after federal income taxes were \$41,594, equal to 41c a share, compared to \$21,263, or 21c a share, a year ago. There was an increase in premium reserve of \$160,979.

Net premiums written during the period totaled \$1,393,222, an increase of 22%.

Policyholders' surplus increased to \$2,175,883. Assets were \$4,357,141.

Tenn. F. P. Work Divided

Commissioner Allen of Tennessee has separated the inspection and investigation work in the fire prevention division. Harvey Alexander has been appointed chief deputy inspector, with three inspectors in each of the four divisions of the state. John W. Cole has been appointed chief deputy fire marshal, heading an investigating organization with deputies in each of the four divisions.

WANT ADS

WANTED JUNIOR APPRAISAL ENGINEER

To assist Insurance Department of independent oil company set up equipment records and establish insurable values for oil production, refining, transportation and marketing properties. Applicants should have an engineering degree and at least one year's practical appraisal experience. Location—Middle West. Limited amount of traveling required. Good opportunity for continuous work and advancement. Address U-22, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

Special Agent wanted by large Texas company for state of Colorado. Good salary to start and increases depend upon production. Write Box U-21, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

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W.U.A.

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W.U.A. Fall Dates

The fall meeting of Western Underwriters Assn. has been rescheduled for Sept. 10-14 at the Greenbrier, White Sulphur Springs, W. Va. The usual date would be a week later than that.

J. P. A. Gagnon Retires

J. P. A. Gagnon, manager in Canada of Union of Paris, has retired after almost half a century in insurance. He remains as a director of the company. He is succeeded by S. F. Leriche, assistant manager.

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CHICAGO

McAULIFFE ANNIVERSARY

Frank C. McAuliffe, chief of the fire insurance patrols of Chicago, was given a testimonial luncheon at Chicago by the patrol committee of the Chicago Board on his 25th anniversary with the patrols. This was a very affecting occasion.



F. C. McAuliffe

Chief McAuliffe is held in the highest esteem by the insurance fraternity at Chicago and is very close to the hearts of members of the patrol committee. About 20 were there with A. F. Powrie, vice-president and western manager of Fire Association, presiding as chairman of the patrol committee. Mr. McAuliffe was presented with a check for \$2,500 representing \$100 for each year of his service. Among those that talked were Fire Commissioner Corrigan of Chicago, Chief Mullaney, Fred J. Sauter, Chicago manager of Aetna Fire; J. M. Newburger, who has been on the patrol committee and chairman at various times for many years, and Robert M. Cunningham of Marsh & McLennan, also a patrol committee veteran who, incidentally, will be completing 50 years in the insurance business himself next Oct. 1.

HAWLEY GIVES RECEPTION

L. F. Hawley, president of Newhouse & Hawley of Chicago, was host at a cocktail reception last Friday afternoon at the Union League Club for L. C. Southall, partner in charge of the American department of Willis, Faber & Dumas of London. This brought together a congenial group of Chicago leaders. Mr. Southall has been in the east and expects to be in Chicago about two weeks more. He will then go on to the Pacific Coast for a visit. This is his first trip to the United States since 1939.

SUES FOR 1945 FIRE LOSS

United Wallpaper, Inc., of Chicago has brought suit in circuit court at that city against London Lloyds, asking for recovery of \$111,608 fire loss that was sustained Feb. 19-20, 1945, at Joliet, Ill. United Wallpaper asks for a jury trial. The bill alleges that Lloyds on July 31, 1944, through their "duly authorized agent in that behalf," H. E. Cotter & Co., Chicago, delivered to United Wallpaper policy No. 904. It was alleged that this was fire and extended coverage under single state reporting form No. 164 in amount of \$325,000. The premium was \$3,273.75.

The bill states that on April 17, 1945 United Wallpaper filed with H. E. Cotter & Co. a written claim but that Lloyds has refused to pay and the suit alleges that there is "unreasonable and vexatious delay." Attorneys filing the suit for United Wallpaper are Lederer, Livingston, Kahn & Adsit.

**P. W. Officially Applauded
by R. I. Legislature**

For "faithfulness to the traditions of good business in the American way," the Rhode Island general assembly paid tribute to Providence Washington whose original charter was granted by the same body in the spring of 1799. A resolution was adopted unanimously by house and senate.

The resolution, addressed to Stephen W. Carey, 3rd, Providence Washington's president, after enumerating the history and achievements of the company, also included congratulations upon its longevity and its steadfastness of purpose.

The Value of a Good Name

*"Who steals my purse steals trash . . .
But he that filches from me my good name
Robs me of that which not enriches him,
And makes me poor indeed."*

Shakespeare said it, and we believe he would have made an outstanding insurance agent. For in insurance the value of a good name cannot be overestimated. There is no easy way to acquire a good name. No amount of money can buy the confidence and good will it inspires. A good name can be earned only by years of consistently sound service and prompt payment of all just claims. In view of Hanover's and Fulton's outstanding record we feel that the Bard of Avon would be the first to pardon us for pointing with pride to our own good name.



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EDITORIAL COMMENT

Tool for Nursing Auto Renewals

THE NATIONAL UNDERWRITER in its forthcoming Automobile Insurance Edition is producing two pages of material that we believe can be effectively used by agents and insurers in creating favorable bonds with customers and in promoting conservative driving and care of the automobile.

During the past two years in the Automobile Edition there has been given illustrated material in graphic comparative detail showing the underlying cause for increased automobile insurance rates. Many thousands of these pages were ordered by insurance men for circularization and for enclosure in premium notices. They proved to be the most popular material THE NATIONAL UNDERWRITER has ever turned out for dissemination to the public and to insurance buyers.

This year the work has been even more elaborately executed and the message has been refined. The intent is to portray by caption and drawing what the automobile premium provides and why the benefits and premium are substantial, but at the same time to emphasize how much better off the motorist and society is if he doesn't have to call on his insurance for indemnity. The safety message is thus sandwiched in. This presentation will occupy two full pages in the Automobile Edition and THE NATIONAL UNDERWRITER is making reprints available on both sides of a single sheet. Judging from the demand that developed for reprints of the messages the past two years, we feel that this will be an excellent customer relations mailing for local agents.

An Assured Should Be Well Informed

Some producers evidently are afraid of their customers. That is, they will not be frank in explaining coverage, what it means and how it is best adapted to their use. Losses should be adjusted when the policy is issued. That is, there should not be in the mind of an assured any misconception of the policy's features. For instance, take the personal property floater or the burglary policy which extends itself beyond the premises and includes mysterious disappearance. The assured gets an impression from producers that these policies cover a multitude of losses. This has forced companies to pay claims on small items that were never originally intended. The impression is left, however, with the

Although this year will see a reduction in physical damage premiums and apparently in many places a decrease in bodily injury costs, the automobile premium still will represent a very substantial outlay and it is a bill that the ordinary person will not pay without at least reflection. Some may be impelled to seek out a bargain counter. In any event, it is one of the bills many a motorist will likely put to one side at least for a few days. With a mailing piece such as this, the assured will be given a vivid impression of what he is paying for and the psychological effect should be good. Incidentally he will be receiving a safety impulse.

The local agents today can no longer take their renewals for granted. They must realize that their accounts are much more susceptible to competition than they have been and that, in these days of careful buying assured are going to hesitate.

We have tried to contrive a mailing piece that will remove doubts from the minds of many motorists upon renewal and that may save agents the direct collisions and perhaps even discussion with customers on the score of price that can be expected if renewals are sent out without any trimmings. The drawings and captions give a very clear explanation of just what the various forms of insurance provide and indicate the extent of the hazards the motorist faces. The thoughtful car owner by glancing at this material should realize that this is no place to cut corners and that while the outlay is considerable the protection is invaluable.

policyholder that he should make a claim. For instance, in making an inventory of what he possesses, the agent may tell him that he need not present any details but he should take the minimum coverage. The result has been that companies have lost money on these classes and rates have been increased. The agent who has the confidence in the mind of a client is the one who is very frank, honest and conscientious in explaining the bounds of the policy and makes it clear as to just what they are. The producer should never be afraid of his customers. All that is required is that in the beginning they understand perfectly what they are buying and what is excluded.

PERSONALS

A. C. Dow, special agent for the farm and hail department in western Missouri for America Fore, underwent a serious operation, but is making satisfactory recovery. He is the father of Paul Dow, Kansas City manager for Hartford Accident; W. E. Dow, marine manager of Kansas City F. & M., and Virgil Dow of R. B. Jones & Sons, Kansas City.

David J. Kadyk of the Chicago law firm of Lord, Bissell & Kadyk, which is Illinois attorney-in-fact for London Lloyds, has now returned to his office after having been disabled due to a heart condition since last October. London Lloyds representatives in Illinois have frequent contact with Mr. Kadyk and he is a most valued counsellor.

Herbert Brook, partner of the Lord, Bissell & Kadyk firm that handles Lloyds business in close association with Mr. Kadyk, is sailing May 29 on the Queen Elizabeth for a month's visit to Lloyds. He has been taking care of much of Mr. Kadyk's work during his illness.

DEATHS

John D. Cottingham, 79, president of Cottingham & Butler Insurance Service, of Dubuque, Ia., died there after an extended illness. He started in the insurance business with his father, Dixon Cottingham, in 1907.

James R. Morrissey, who retired in 1940 as assistant western manager of Hartford Fire, due to the condition of his health, and had been confined to Hinsdale Sanitarium at Hinsdale, Ill., since that time, died there at the age of 66.

Mr. Morrissey was in the regular navy as an electrician before the first war and then he became city electrician at Joliet, Ill. In 1916 he went with Wisconsin Inspection Bureau in charge of the electrical department, and in 1918 with war industries board in fire prevention work in munitions plants.

His connection with Hartford dated from 1920, when he became an engineer in the western department. In 1922 he was promoted to superintendent of that department, in 1925 became West Virginia special agent and in 1929 returned to Chicago as special representative. He was made agency supervisor in 1936 and assistant manager in 1938.

Ralph A. Martin, 59, farm special agent in Iowa for Fireman's Fund, died unexpectedly of a heart attack at his home at Des Moines.

He started in 1906 at the age of 16 with Hawkeye & Des Moines Ins. Co., which in 1913 was reinsured by Fireman's Fund. Mr. Martin spent 43 years with Hawkeye & Des Moines and Fireman's Fund.

He was promoted in 1917 to special agent for Hawkeye & Des Moines department of Fireman's Fund for southwest Iowa. In 1942 he was honored by all company field men in Iowa for having completed 25 years of continuous field service with the same company.

Mrs. C. C. Olson, 70, who had operated an agency at Boone, Ia., for a number of years since the death of her husband, died from a cerebral hemorrhage.

A. O. Solberg, local agent at Richland Center, Wis., died suddenly. A son, Odlin W. Solberg, who has been working with him, expects to continue the agency. Mrs. Solberg died recently after a serious illness.

Samuel E. Goodfellow, 69, state agent of Mayflower, died at Columbus, O. He had been ill about seven weeks. Mr. Goodfellow had been active in insurance 45 years and for a number of years was with Old Colony and Boston at Columbus.

Charles L. Jones, with the Marx & Bendorff agency of Memphis for 23 years, was found dead in bed.

Lorenzo J. Noa, superintendent of insurance of Puerto Rico, died unexpectedly recently. He had been with the department in various capacities since 1921. He had many friends in the states since he had attended numerous meetings of National Assn. of Insurance Commissioners.

Assistant Superintendent Alfonso del Valle is now acting superintendent in Puerto Rico. Mr. Noa was 57. He attended college in Spain. For 11 years he was manager of Puerto Rico insurance agencies.

Kelley Resigns Texas Post

Clarence H. Kelley, resident secretary of Home at Dallas, has resigned and will return to his former home in Oklahoma City.

Supervision of the Texas territory will be assumed for the time being by Earl M. Holt, manager for Home in Texas.

Hartford Mich. Rally

Hartford Fire and Hartford Accident had a two day meeting at Grand Rapids for the combined field force of Michigan. Those present from Chicago were C. H. Dubach, superintendent of agents, and G. J. Neumann, superintendent of production of Hartford Accident, and J. W. Burden and W. H. Birkemeier, assistant western managers of Hartford Fire.

Mutuals' Deviations Denied

RICHMOND—A request by four New York state companies, Home Mutual Fire, Otsego Mutual Fire, New York Central Mutual and Utica Fire, for approval of a 15% deviation was flatly refused by the Virginia corporation commission.

The commission said it appeared from its examination that the granting of the application would produce rates which would be inadequate.

N. H. Convention Dates

The 50th anniversary convention of New Hampshire Assn. of Insurance Agents has been scheduled for Wentworth hotel, New Castle, Sept. 14-15.

Insurance Women of Los Angeles has nominated these officers to be voted on at the May meeting: President, Frances B. Gray; vice-president, Lila Reed; recording secretary, Blanche Schmidt; corresponding secretary, Gladys Stafford; treasurer, Rachael Newman; editor, Kathryn King.

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MINNEAPOLIS 2, MINN.—558 Northwestern Bank Bldg. Tel. Main 5417. R. W. Landstrom, Resident Manager.
NEW YORK 7, N. Y.—99 John St. Room 1103, Tel. Beekman 3-3958. Editorial Dept.—Eastern Editor: Kenneth O. Force; Assistant Editor: Donald J. Reap.

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SAN FRANCISCO 4, CAL.—507 Flatiron Bldg. Tel. EXbrook 2-3054. F. W. Bland, Pacific Coast Manager.

Mino Under \$150

NEW YORK—Martin E. planning the New bill under benefit plan. The stu in light and service metropolit insured in claims du 3,537. Son tions were the proce specific su different c in the gr undetermi was inclu surgical b payments \$141,000.

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Minor Operations Underinsured by \$150 Surgical Cover

NEW YORK—A study completed by Martin E. Segal & Co., employee benefit planning consultants, indicates that in the New York area the average surgical bill under the \$150 schedule exceeds benefit payments by approximately 130%. The study included insured employees in light manufacturing building trades and service industries in the New York metropolitan area with a total of 46,218 insured individuals. The number of claims during a one year period was 3,337. Some 52 different surgical operations were encountered, which when the procedures involved more than one specific surgical problem, resulted in 85 different classes. Percentage of females in the group was 26.7. A very small undetermined percentage of children was included. The total dollar value of surgical bills amounted to \$326,000, and payments under the \$150 schedule were \$141,000.

Average Claim Payments

The average claim was \$87.49 and the average payment was \$37.82. On a study of all cases the lowest average bill exceeded the schedule payment by 86.9%, while in the most exaggerated case the difference ran to 429.8%. The smallest money difference between average surgical payments and the amount paid under the schedule was \$18.35 while the highest amount was \$111.05. The greatest percentage difference was almost invariably in operations calling for a \$5 or \$10 payment where a few dollars difference creates a sizable percentage difference. The percentage differential existed however among almost all operations that were recorded.

Tonsillectomies with a schedule of \$25, had average payments of \$62. Appendectomies and gall bladder operations for which the schedule provided \$100 each had average payments of \$188 and \$211. Similar differences were noted in other operations.

To do away with the distortion developed in some of the cases because of their small number a median figure was adopted which, however, also showed that bills were considerably in excess of the coverage provided by the schedule.

Effect of Higher Schedule

When the cost of the operations was compared with a \$225 schedule underinsurance was still dominant. When compared with the \$300 schedule, a new picture was created, one in which some operations appeared to be over-insured while others, mostly operations calling for \$5 and \$10 under the \$150 schedule remained underinsured. The \$225 and \$300 schedules do away with much of the difference in the more costly operations such as appendectomies but there is still considerable underinsurance on minor operations costing \$10 and \$20.

To Elect in N. J. June 8

Casualty Underwriters Assn. of New Jersey will hold its annual meeting at Newark June 8. Its outing will be held at Essex Fells Country Club June 3.

Reinsurance Chief

Darrell F. Johnson, the new U. S. reinsurance manager of Guarantee of North America, who will be in charge of developing the company's activities in the bonding reinsurance field.



High Chance for Pay Off Invests A. & H. with Top Appeal, De Young Declares

Jay DeYoung, A. & H. manager for Continental Casualty at Chicago, declared at the sales congress of Des Moines Assn. of Accident & Health Underwriters that accident-health has a sales appeal possessed by no other type of insurance in that the chances that it will pay off are far greater than those of any other coverage. The average man's chances of seeing his fire insurance act for him during the next year are one in 1,200, Mr. DeYoung stated. His life insurance brings him a return of one in 100, but there is one chance in 10 that he will be paid a claim on his disability insurance during the next year.

"A man may lose everything he owns, remain penniless, hungry and facing privation, but so long as he retains his ability to work, he is not bankrupt. If he does suffer the loss of that ability, he can only guarantee his income through the medium of disability insurance," he indicated.

The producer who will properly appraise the financial, physical and moral condition of his client and treat each application as though he was willing to carry the risk himself and pay the claim, will have no trouble with clients turning against him because of a poor settlement, Mr. DeYoung said. He hit the impression that disability is a specialty line, saying that it is no more complex than any other type of coverage.

The producer selling A. & H. does not have to apply pressure, for his pressure has already been applied to the client by life itself, he declared. The agent guides the prospect into an honest appraisal of what it would cost him to live in the case of an emergency and loss of income. As the prospect talks, he can see life taking away these things from him. "Life puts on the pressure, disability insurance releases it," the speaker stated.

Shelby Mutual Columbus Rally

Shelby Mutual held an agency meeting at Columbus with about 45 Ohio agents in attendance. From the home office were P. H. Dubuc, agency secretary, and Donald Wentz, manager miscellaneous casualty department.

Bankers L. & C. Involved in Suit for Accounting

Catherine Hyland MacArthur, who in her business activity uses the name C. T. Hyland, has brought a suit for an accounting against John D. MacArthur, president of Bankers Life & Casualty of Chicago and the other directors of that company.

Mrs. MacArthur alleges that she and John MacArthur have been closely associated since 1927 when they were both employed by a general agent of the old National Life U.S.A. of Chicago. They later were both employed by State Life of Illinois and in 1930 they formed a business partnership to acquire Marquette Life. According to the bill, they later acquired Bankers Life & Casualty which was then a mutual company, and which was later converted to a stock company. Mrs. MacArthur states she has been assistant secretary of Bankers Life & Casualty since 1943 until this date.

Stock Called Partnership Asset

It is alleged that under the partnership of agreement, all of the stock of Bankers L. & C. was an asset of the partnership and that both parties were entitled to equal portions. The bill voiced the belief that the reasonable market value of the stock at Dec. 31, 1948 was in excess of \$5 per share, being a total sum in excess of \$5 million.

The bill sets forth that various differences arose between the partners. Mrs. MacArthur alleges that Mr. MacArthur declined to recognize her rights to one-half the assets of the partnership and that in October, 1948, Mrs. MacArthur withdrew from the arrangement. Mrs. MacArthur states she has in her possession certificates covering 133,000 shares of Bankers L. & C. stock and claims to be the rightful owner of 367,000 additional shares. Also, she claims to have an interest in other assets including 20,000 shares of Old Republic Credit Life.

The bill asks for a dissolution of the partnership, liquidation of the assets and equal division of the proceeds between her and John MacArthur.

The bill asked that the directors also be held accountable. There is an allegation that a special fund created by the payment of \$1 application fees, has been

used for purchases or expenditures not connected with the purposes of Bankers Life & Casualty.

Texas to Seek Meeting of N.A.A.H.U. in 1951

Corpus Christi Assn. of A. & H. Underwriters heard W. C. Bacon, San Antonio general agent of Occidental Life, speak on "Our National Health Program, Organized of Socialized." He said A. & H. agents are trying to sell, service and succeed. He emphasized the need for selling complete coverage by comparing the selling of partial coverage of the prospect's needs with the salesmanship of the shoe clerk who would sell one shoe. He declared that the only answer to the plea for socialized health programs is service that benefits the public.

The executive committee of the Texas association met at Corpus Christi the same day. O. D. Harlan, immediate past president, was presented a scroll by President Porter Bywaters in appreciation of his services.


President Bywaters was instructed to appoint a committee to develop plans for obtaining the National association convention for Texas in 1951. The importance of a strong delegation from Texas to the Cleveland convention was stressed.

The matter of contacting hospital authorities on an admissions program was referred to a special committee. The president also was authorized to appoint a committee to meet with one from Texas Medical Assn.

Push Milwaukee for 1950

MILWAUKEE—E. H. ("Count") Mueller, past president of the Wisconsin and National associations, addressed A. & H. Underwriters of Milwaukee at its May luncheon meeting on "Little Bits About Great Men."

Leo E. Packard, Loyal Protective, local secretary, has been named chairman of the On-to-Cleveland committee for the national convention there June 27-29. A large group from Milwaukee plans to attend and will maintain headquarters at Cleveland during the meeting in an effort to secure the 1950 meeting for Milwaukee.



"You can't top The Central... 'cause The Central is tops"

Harold Ruth is an outstanding Billings, Mont., insurance agent. He has been The Central representative there for a number of years. Consequently, his opinion of The Central is important to us and to other insurance producers everywhere.

Mr. Ruth rates The Central high on his list of "favored companies" because of its "broadest coverages, prompt 'loss-paying' attitude and the best in company-prepared advertising campaigns" for insurance producers.

Investigate The Central. Find out why Central producers agree with Mr. Ruth—that you can't top The Central.

During the number of years we have represented The Central, we have rated them high on our list of "favored companies". They have available to their agents the best in direct mail campaigns along with many other worthwhile selling features that any aggressive agency would find helpful.

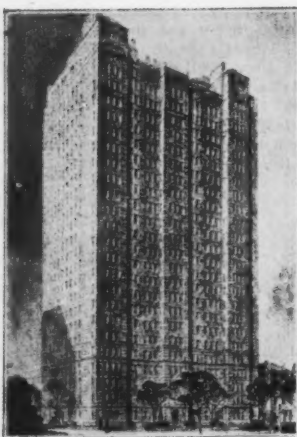
WRITE FOR THE CENTRAL
PLAN FOR AGENTS AND BROKERS

BRANCH OFFICES

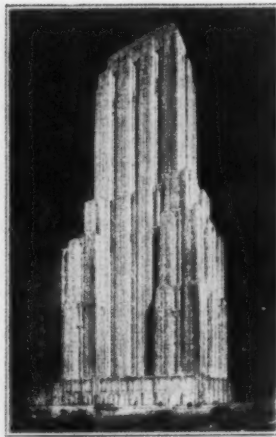
New York	Chicago	Los Angeles
San Francisco	Boston	Atlanta
Denver	Toronto	Montreal

THE CENTRAL
MANUFACTURERS' MUTUAL INSURANCE COMPANY
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Recognition Merited By Our Service



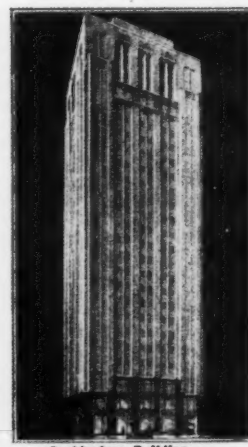
1500 Lake Shore Drive
McNally & Quinn, Architects



Palmolive Building
Holabird & Root, Architects



Medinah Athletic Club
Walter W. Ahlslager, Architect



Buckingham Building
Holabird & Root, Architects



300 W. Adams Building
Jens J. Jensen, Architect



Hotel McCormick
E. J. Meles, Architect



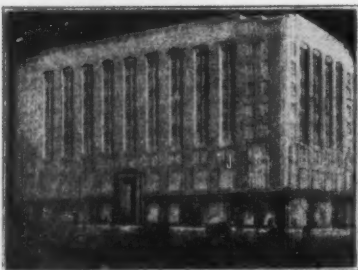
Jackson-Franklin Building
A. B. Alschuler, Architect



Stop & Shop Building
Schmidt, Gordon & Erikson, Architects



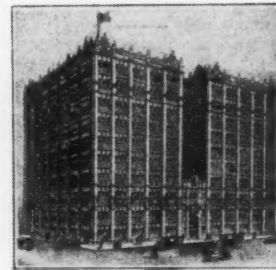
Holmes Garage
Davis D. Meredith, Architect



Michigan Square Building
Holabird & Root, Architects



Sherland Hotel
G. H. Gottschalk Co., Engineers



1900 Building
A. B. Alschuler, Architect

We at the American Glass Company take pride in the fact that we have glazed and continue to service the largest buildings in Chicago as shown above. We also represent the KAWNEER METAL COMPANY, using the best Kawneer material on the remodeling, building and maintenance of Chicago's finest store fronts.

We fully recognize that one of the main values of plate glass insurance is the replacement service... and in offering that type of service, you can always be certain that American Glass Co. will act promptly and efficiently as soon as you call.

Members of the Chicago Association of Commerce

BENJAMIN BERIS, President

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Countersignature Abuses Blasted by Casualty Agents

**National Group at Colo.
Meeting Warns of Federal
Threat Involved**

COLORADO SPRINGS, COLO.—Of the many loopholes through which federal supervision of insurance could be



W. A. Williams



Carl P. Daniel

accomplished one of the most conspicuous is the age old practice of collecting huge countersignature fees without performing a commensurate amount of service, members of National Assn. of Casualty & Surety agents declared in a roundtable discussion here Monday. If not through federal trade commission action may be taken by Congress itself once it begins its investigation of insurance practices in all lines presaged by its plans to investigate the life insurance business.

Perennial Question

While countersignature laws have been a perennial question with this group almost since it was first organized it was agreed that the complexion of things has changed so markedly within the past several years that the issue must be brought out now before it becomes an entree for federal law makers and to be rectified at state level. The action of National Assn. of Insurance Agents last fall in Chicago to remedy this practice and a similar action by National Assn. of Insurance Commissioners at Detroit several years ago, never got beyond the resolution stage, and it is felt that either some company must permit this practice to be aired in a test case to be carried to the Supreme Court or modifications be sought through model bills being introduced in some nine states where the practice is much more widespread than indicated by the small minority of states having such laws due to the retaliatory laws of other states which ordinarily would not require such fees were they not perpetrated upon agents within the high fee states. The seriousness of the practice within certain states was emphasized by one agent who said that on municipal business it was written into the contracts that agents in that municipality would countersign and receive commissions for business written by agents in other cities of the same state. All seem agreed that the greatest harm lies in the large amount of fees charged for no service performed. The moderates believe that nominal fees could be charged for the countersignature function and arrangements be made by separate agreement between agents and brokers based upon real service performed.

President Wheaton Williams who opened the mid-year meeting here de-

Slate Reynolds for Aetna Fire Home Office Legal Post

Neil H. Reynolds is slated to transfer to the home office of the Aetna Fire group as a member of the legal department, which is headed by Edward L. Taylor, vice-president. Mr. Reynolds for 14 years has been Chicago claim division manager for Century Indemnity. It will probably be Aug. 1 before he takes up his duties in Hartford.



N. H. Reynolds

Mr. Reynolds was first associated with the Century in 1929 as an adjuster in Chicago. He became claim manager at Syracuse in 1930 and a year later was transferred to Boston as supervisor. In 1935 he was advanced to assistant claim manager in Boston. He went to Chicago five months later as manager.

A native of Keyser, W. Va., Mr. Reynolds is a graduate of the University of West Virginia. He was admitted to the West Virginia bar in 1929.

Mr. Reynolds was in his fifth year as an alderman in Evanston, Ill.

He declared that the day had passed when company officials and legislators can be influenced by resolutions. It is his belief that a dominating percentage of company officials are the agents' friends but there is a danger they will do things the agents do not like if producers do not consult with them nor give them their viewpoint. In recent years he said, the large agents are deserving of more criticism than the companies for failing to be present when major issues were at stake.

"We cry to high heaven that we are for the competitive system in business, yet shun the obligations to enter the competitive field of bargaining with our companies, or with our legislators. We can see the sense of competing for business, but we retreat from competing for our just rights with those whose products we sell, or with those who take our business away from us by law," he said.

Congress is no mysterious sovereign power but a group of men reflecting the wishes of the people. And how can that group of men reflect our wishes if we do not let them know what these wishes are, Mr. Williams said.

How many agents have written company presidents or National Board or National Bureau telling their opinions on issues that were and are controversial. No wonder the other side doesn't know our side of the story he said; they only hear one side, the one they hear from each other.

Resolutions Alone Ineffective

"There are some who say that it does no harm to pass resolutions at meetings such as this, and that it might do some good. My answer is that such resolutions are relatively ineffective, unless they are bulwarked by research, legal opinions and the sacrifice of our time in appearing before company-agent committees and the legislative committees deliberating on insurance questions at both state and national level.

Commissioner Kavanaugh of Colorado in tracing the history of casualty insurance back some 5,000 years to Babylon declared that this was the first time an insurance commissioner has ever addressed an insurance gathering of this importance on a noncontroversial sub-

Atomic Energy Session for Casualty Men Set for May 18

NEW YORK—Atomic energy commission has arranged a session of lectures and demonstrations for the education of casualty underwriters, claims men, engineers and medical staff in some of the elemental aspects of atomic energy at the Commodore Hotel here May 18. This will cover use of isotopes, permissible radiation levels and the nature of atomic energy problems in large and small laboratories.

William Leslie of the National Bureau is chairman of the joint casualty committee on radiation. The invitation for this session has been extended through the joint committee, which was recently formed by Assn. of Casualty & Surety Companies and Mutual Insurance Statistical Assn. to serve as the official contact between atomic energy commission and the casualty industry. It is composed of American Mutual Liability, Employers Mutual Liability, Liberty Mutual, Aetna Casualty, Eagle-Globe-Royal, and Travelers.

This committee will also consider various aspects of radiation in relation to casualty insurance coverages in order to establish categories of hazards for which suitable underwriting and rating procedures can be recommended.

Scheduled for the morning session are Dr. E. C. Pollard of Yale on "Introduction to Atomic Energy" and Dr. Nathan Woodruff of AEC isotopes division, Oakridge, Tenn., on "Isotopes Distribution Program." In the afternoon Dr. G. Failla of the college of physicians and surgeons, Columbia, will speak on "Permissible Limits of Exposure to Ionizing Radiation" and Dr. Carl Z. Morgan of Oakridge National Laboratory, will speak on "Handling of Radioactive Isotopes in the Laboratory." Demonstration instrument and lantern slides will be used.

Elevator Inspectors Elect

MILWAUKEE—Harvey A. Heathcote, American Auto, was elected president of the Wisconsin Elevator Inspectors Assn. at the annual meeting here. He succeeds Oscar I. Schultz, Employers Mutual of Wausau. John Domke, Aetna Casualty, is vice-president, and George Lysen, state industrial commission, continues as secretary.

ject. His talk was well received.

Carl P. Daniel of St. Louis, chairman of the executive committee, presided.

Harrington Alludes to N. Y.

Commissioner Harrington of Massachusetts in his address said that while insurance commissioners originally set out to limit all elements of expense as well as acquisition cost, as time went on someone was able to convince the New York commissioner that his attention should be concentrated on the control of acquisition cost only.

"The successors to New York Superintendent Emmett assumed the leadership in requiring adherence to the acquisition cost conference rules and for more than a quarter of a century through the application of the philosophy of the Appleton rule, New York forced private companies to act in concert in fixing commission regulations to be effective in all states without benefit of statutory standards or authorized by regulatory authority.

"However useful may have been the accomplishments of the acquisition cost conference, it is apparent that today such conferences are illegal in New York and I believe illegal in other states where there is no state anti-trust sta-

(CONTINUED ON PAGE 20)

Grand Casualty Premium Total Up 21% in 1948

**New Argus Casualty
Chart Contains Wealth
of Data**

The 877 casualty and surety companies shown in the 1949 Argus Casualty-Surety Chart, wrote \$4,406,291,726 in premiums last year, a \$927 million increase or 21% over the \$3,479,207,067 written by approximately these same companies in 1947, according to the summary of the business shown in the new edition recently published by THE NATIONAL UNDERWRITER.

In 1948 the premiums were \$2 billion 680 million and in 1945, \$2 billion 167 million. All these figures are actual adding machine totals and include all classes of companies, stock, mutual, reciprocal, Lloyds, hospitalization, medical-surgical, accident & health and the A. & H. departments of life companies.

The total of losses paid last year was \$2,191,199,592, as compared with \$1,729,022,612 in 1947, \$1 billion 405 million in 1946 and \$1 billion 122 million in 1945. The paid to written loss ratio for the industry in 1948 was 49.7, exactly the same as 1947 and compared to 52.4 in 1946 and 51.8 in 1945.

Assets Are Shown

Assets of all stock casualty companies excepting A. & H. and life companies writing A. & H., increased to \$6,964,199,521 from \$6,145,071,664 with their surplus to policyholders rising to \$1,416,361,527 from \$1,312,700,728 at the end of 1947. The net gain from investments for these companies was \$70,164,653, compared to \$44,425,497 in 1947 and \$17,192,673 in 1946. The gain from underwriting was \$91,439,245 as compared with \$22,811,130 in 1947, a loss of \$15,949,640 in 1946.

Stock Company Record

Stock companies of all kinds wrote a total of \$2,848,129,599, an increase of 19.7% from the previous year. Of this \$850,579,400 was A. & H., and \$973,135,236 was automobile, increases of 23.4% and 20% respectively. Stock companies excepting exclusively A. & H. and life companies writing A. & H. wrote \$2,366,293,651 during 1948, a gain of 23.3%. Workmen's compensation premiums amounted to \$468,505,621 in 1948 as compared with \$408,979,731. The U. S. branches of foreign companies wrote \$177,033,186 in 1948 compared to \$163,930,036 the previous year. Stock A. & H. companies wrote \$595,807,694, an increase of 20.9% over the \$471,389,520 in 1947.

Mutual Total \$765 Million

Mutual companies excepting A. & H., wrote \$765,405,189 in premiums last year, an increase of 16.3% over the \$640,473,182 written in 1947. Mutual companies of all classes wrote \$906,866,740 last year, a gain of 14.2% over 1947. Of this \$405,569,628 was auto business, \$261,714,779 workmen's compensation and \$160,117,783 A. & H.

Hospitalization and medical associations wrote \$401,856,156 in 1948 compared to \$279,514,990 in 1947. Reciprocals and Lloyds wrote \$157,743,685 last year of which \$132 million was automobile.

Argus Chart Record of the Casualty-Surety Year

Net deposit capital of foreign companies (U. S. branches) is included in unassigned surplus item, but not in capital item.

ALL COMPANIES

(Stock, mutual, reciprocal, Lloyds, hospitalization & medical-surgical associations and A. & H. departments of life companies)

	1948	1947
Assets	39,386,041,061	35,105,034,518
Surplus to policyholders	5,569,154,954	3,210,380,714
Net premiums written	4,406,291,726	3,479,207,067
Losses paid including adjusting expenses	2,191,199,592	1,729,022,612
Ratio of losses paid to net premiums written	49.7	49.7

STOCK COMPANIES

(American and foreign—direct writing, reinsurance, multiple line and exclusively automobile)

	1948	1947
Assets	6,964,199,521	6,145,071,664
Special surplus funds	223,496,548	203,675,146
Capital	259,452,534	231,150,666
Unassigned surplus	933,412,445	877,874,916
Surplus to policyholders	1,416,361,527	1,312,700,728
Net premiums written	2,366,293,651	1,814,002,436
Losses paid including adjusting expenses	1,080,633,652	836,340,809
Ratio of losses paid to net premiums written	45.7	46.1
Premiums earned	2,191,238,633	1,752,378,561
Losses incurred including adjusting expenses	1,256,384,072	1,034,393,518
Underwriting expenses incurred	837,453,338	692,031,768
Ratio of losses incurred to premiums earned	53.1	59.1
Ratio of und. exp. incurred to premiums earned	35.4	39.5
Net gain from und. and profit and loss items	91,439,245	22,811,130
Net gain from investments	70,164,653	44,425,497
Net increase in surplus	55,537,529	134,825,559

CLASSIFICATION OF TOTAL STOCK BUSINESS

(Stock companies and A. & H. departments of legal reserve life companies)

1948				1947			
Classification	Net Prams. Written	Losses & Adj. Exp. Paid	%	Net Prams. Written	Losses & Adj. Exp. Paid	%	
Accident	108,934,378	38,099,856	35.0	82,574,401	28,158,640	34.1	
†A. & H. ind. life & hospitalization (not separate)....	322,232,654	134,438,910	41.7	276,756,621	98,545,623	35.6	
Group A. & H....	379,543,634	249,266,828	65.7	249,791,968	160,413,095	64.2	
Non-can. A. & H....	39,868,734	21,339,227	53.5	42,003,500	18,310,688	43.6	
Total A. & H....	850,579,400	443,144,821	52.1	651,126,490	305,428,046	46.8	
Auto fire theft tor.	28,370,017	9,161,594	32.3	19,923,857	7,123,166	35.8	
Auto collision....	109,469,928	45,438,917	41.5	87,585,712	41,240,332	47.1	
Auto liability....	550,760,644	254,390,091	46.3	453,703,619	210,045,217	46.5	
Auto prop. dam....	262,607,147	148,933,608	56.7	210,823,866	117,075,720	55.5	
†Other auto (not sep.).....	21,927,500	4,375,271	20.0	6,584,938	2,544,087	38.8	
Total auto.....	973,135,236	462,898,581	47.6	778,621,992	378,029,022	48.6	
Boiler machinery....	27,943,570	9,029,157	32.3	27,413,722	6,593,555	24.1	
Burglary.....	77,703,664	31,620,675	40.7	71,488,874	31,071,308	43.5	
Credit.....	6,181,036	1,077,560	17.4	5,542,060	585,218	10.6	
Fidelity.....	67,480,935	16,996,427	25.2	41,024,518	12,657,615	30.9	
Glass.....	21,794,897	11,196,203	51.4	19,224,328	10,625,250	55.3	
Liability (no auto)....	183,118,930	84,559,789	46.2	171,469,992	55,048,036	32.1	
Live stock.....	1,352,124	708,140	52.4	1,495,340	813,645	54.4	
P. D. & C. (not au.)....	36,443,779	12,154,695	33.4	28,176,022	8,372,161	29.7	
Sprinkler leakage....	1,151,934	631,368	54.8	1,403,612	543,424	38.7	
Surety.....	84,317,214	10,863,475	12.9	63,081,635	6,901,987	10.9	
Workmen's comp....	468,505,621	240,443,822	51.3	408,979,731	215,443,680	52.7	
†Miscellaneous.....	48,422,110	15,108,186	31.2	18,953,569	4,337,104	22.9	
Grand Total.....	2,848,129,599	1,340,432,909	47.1	2,288,801,885	1,036,453,047	45.3	

†Figure varies because of manner companies segregate items.

ACCIDENT & HEALTH STOCK COMPANIES

(Including legal reserve life companies with A. & H. departments)

	1948	1947
Assets	30,826,750,536	27,479,293,030
Surplus to policyholders	3,661,890,060	1,462,333,260
Net premiums written (A. & H.)	595,807,694	471,389,580
Losses paid including adjusting expenses	282,410,023	215,520,172
Ratio of losses paid to net premium written	47.4	45.7

EXCLUSIVELY AUTOMOBILE STOCK COMPANIES

	1948	1947
Assets	93,083,672	72,361,333
Special surplus funds	3,884,874	4,359,799
Surplus to policyholders	28,797,566	27,597,179
Net premiums written	71,900,547	54,744,588
Losses paid including adjusting expenses	28,366,256	22,532,965
Ratio of losses paid to net premiums written	39.5	41.2
Premiums earned	58,961,345	44,765,653
Losses incurred including adjusting expenses	32,187,703	24,782,632
Underwriting expenses incurred	20,222,717	15,976,325
Ratio of und. exp. incurred to premiums earned	34.3	35.7
Net gain from und. and profit and loss items	6,974,863	4,094,734
Net gain from investments	1,407,308	1,367,982
Net increase in surplus	1,913,384	3,682,205

REINSURANCE COMPANIES

	1948	1947
Assets	209,530,321	167,381,322
Surplus to policyholders	57,334,216	57,358,159
Net premiums written	76,335,573	63,651,401
Losses paid including adjusting expenses	28,816,389	20,550,169
Ratio of losses paid to net premiums written	37.7	32.3

FOREIGN COMPANIES

	1948	1947
Assets	332,104,863	306,120,201
Surplus to policyholders	92,041,992	89,469,634
Net premiums written	177,033,186	163,930,036
Losses paid including adjusting expenses	89,205,638	79,694,482
Ratio of losses paid to net premiums written	50.4	48.6

MUTUAL COMPANIES

(Multiple line and exclusively automobile)

	1948	1947
Assets	1,059,204,631	908,740,574
Surplus to policyholders	263,351,614	225,217,999
Net premiums written	765,405,189	640,473,182
Losses paid including adjusting expenses	371,962,073	320,065,505
Ratio of losses paid to net premiums written	48.6	50.1
Premiums earned	724,958,360	607,895,393
Losses incurred including adjusting expenses	423,078,543	370,519,721
Underwriting expenses incurred	177,387,563	148,019,441
Ratio of losses incurred to premiums earned	58.4	61.0
Ratio of und. exp. incurred to premiums earned	24.5	24.3
Net gain from und. and profit and loss items	119,290,389	84,311,932
Net gain from investments	15,546,313	14,526,915
Net increase in surplus	38,133,616	22,943,919

(CONTINUED ON PAGE 30)

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McKell President of Casualty-Surety Companies Assn.

NEW YORK—William E. McKell, president of New York Casualty and vice-president of American Surety, was reelected president of the Assn. of Casualty & Surety Companies at the annual meeting here. Joseph F. Matthai, executive vice-president of U.S. F. & G., was reelected vice-president. J. Dewey Dorsett, general manager, and Ray Murphy, general counsel, also were reelected.

Fidelity & Deposit, General Accident, Indemnity of North America, Maryland Casualty, Massachusetts Bonding and National Surety were elected to the executive committee for three years.

Accident prevention claims an increasing amount of the energy of the association. Mr. Dorsett said in his annual report. As a result of increasing public, official and industrial requests for help to halt mounting accident tolls, the association's accident prevention activities have expanded substantially in the past year and there have been several additions to the staff. The number of driver education programs in the nation's high schools has doubled during the past year. The association has developed an important series of bulletins on new subjects of interest in the industrial safety field, such as ultrasonics, radioactive soil enrichers, herbicides and insecticidal fog applicators.

Fraudulent claim investigations in the claims bureau of the association are now pending that involve 422 persons, he said. The third national highway safety campaign had 8,499 newspapers throughout the country participating, and advertising space used was worth well in excess of \$3 million.

Legislative Activity Increased

The volume of legislative activity greatly increased in 1949, Mr. Murphy stated. Eighteen legislatures are still in session, many of them in most important insurance states. There has been increasing legislative agitation for monopolistic state funds in workmen's compensation, non-occupational disability through state insurance funds, compulsory automobile coverage, etc.

There is an increasingly insular and provincial emphasis in legislation, he suggested. In one important western state "outlanders" have been notified in definite terms that their presence there to oppose legislation would be extremely unwelcome and would be the one thing most certain to bring about enactment of undesirable bills. In another state, a speaker referred to legislative suggestions generally favored by the industry as the production of Wall street lawyers that "we do not want shoved down our throats." This attitude hardly is conducive to the betterment or furtherance of state regulation, Mr. Murphy pointed out, since it is generally recognized that insurance is not only interstate commerce but in many of its important aspects is wholly national, demanding legislative treatment on a national foundation.

America rapidly is retreating from the principle of individual freedom and already is desperately near the point beyond which there is no turning back, Dr. George S. Benson, president of Harding college, Searcy, Ark., said at the association luncheon. He suggested three steps to combat these trends: "Begin in your own business to see that your own employees are sold on your own business, begin in your own community to see that your preachers and school teachers understand your business, and see that your own school children understand the meaning of free private enterprise."

About 200 attended the luncheon. Sitting at the head table were Martin Lewis, manager Surety Assn. of America; Bruce Bielaski, National Board; Richard V. Goodwin, Fireman's Fund

and past president; William Leslie, National Bureau of Casualty Underwriters; Mr. Matthai, Superintendent Dineen of the New York department; F. W. LaFrentz, chairman American Surety group; C. B. Morcom, Aetna Casualty; J. M. Haines, London Guarantee; Frank Christiansen, America Fore; Wallace Falvey, Massachusetts Bonding; J. Raymond Berry, National Board; Ray Murphy and Mr. Dorsett.

New Inter-Ocean A. & H. Policies

Inter-Ocean has brought out a new series of industrial disability and hospital

and surgical contracts. A new policy for employed males gives full coverage accident and health with neither house nor bed confinement required. It is full benefit form date of issue.

A similar contract requires house confinement in event of sickness, and is offered to children and housewives as well as employed males.

Talks on Bank Insurance

S. J. Golomb, Hartford Accident, Chicago, discussed various phases of insurance coverage available to banks at

a dinner meeting of the central Wisconsin division of National Bank Auditors & Comptrollers Assn. at Wausau. About 40 attended and J. M. Darling, trust officer, Fidelity Savings Bank of Antigo, presided.

More Make Mich. Cuts

All independent Michigan automobile writers, plus Ohio Casualty, American States, Buckeye Casualty and Motorists Mutual, have reduced their rates in "country territory" in Michigan from 15 to 20%, according to filings with the Michigan department.



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Characteristics of Fraudulent Claims

NEW YORK—The characteristics by which the possibility of fraudulent claims can be recognized were detailed by Frank A. Muscolina, special agent in charge of the New York field office of the claims bureau of Assn. of Casualty & Surety Companies. Mr. Muscolina described the work of the bureau for about 70 students of the school of insurance of the Insurance Society of New York.

Chief among these characteristics, he said, are: No witnesses to the accident, accident occurs late at night or in an isolated place, the only witnesses are friends of claimant, notice of claim is filed a long time after the alleged occurrence, the case involves an attorney or physician involved in previous fraudulent claims, claimant is willing to accept a small settlement, claimant is anxious to get out of town, claimant is unable to give a definite address or rented a room shortly before the accident.

The claims bureau operates an index system, which serves as a depository for accumulating personal injury claim histories of given individuals. The in-

formation is available on request by the index's subscribers, who include insurers, railroads, public utilities, self-insurers, etc. There are nine bureau offices over the country and more than 10 million history cards on file, 4 million in the New York index bureau, he said.

Nagel, Barr, Morgan in Glens Falls Field Shifts

Glens Falls Indemnity has appointed Bernard C. Nagel as manager, and W. C. Barr as special agent at Columbus, O. They succeed L. S. Jones and F. S. Gatch, respectively, who have recently resigned.

Mr. Nagel has a background of more than 12 years insurance experience. He joined Glens Falls Indemnity in 1946 and has been in charge of the northern New York territory. During the war he served three years in the army air force.

Mr. Barr started with the company two years ago after graduating from Tiffin University. He received training in the underwriting departments and was graduated from the advanced home office training school. He served three years in the army.

Glens Falls Indemnity has named Robert H. Morgan as special agent in charge of the northern New York terri-

tory to succeed Mr. Nagel.

Mr. Morgan received his education at the U. S. Naval Academy. He joined Glens Falls in 1937. In 1941 he was appointed special agent at Newark. He served in the navy during war 2 and since his return has been special agent at Newark.

Cite New Laws on Multiple Line Powers

Although a few bills dealing with underwriting powers still are pending in legislatures that continue in session, a tabulation as of May 1 shows that Iowa passed a complete underwriting powers bill, effective July 4; Pennsylvania, complete, effective Sept. 1; New York, effective July 1. Arizona passed a law permitting full automobile underwriting and Minnesota a bill making some amendment in its complete underwriting powers law. In Nevada, H. B. 23 permitting personal property floater by casualty companies is now law. Wisconsin has a complete underwriting powers bill still pending, H. 460. A bill permitting complete powers is pending in Delaware. Illinois enacted a bill giving stock companies full underwriting powers, mutuals previously having been so privileged.

Parker Named at N. Y. by Travelers

Dean M. Parker has been appointed general manager of the 55 John street, New York, office of Travelers. He succeeds Robert W. McClaskey, whose retirement for health reasons was announced last month. Mr. Parker has been manager for compensation, liability and automobile lines at the John street office since 1940.

George P. McGrath, who has been manager of the casualty special risks



G. P. McGrath



D. M. Parker

division since 1944 has been named compensation, liability and automobile manager to succeed Mr. Parker.

Mr. Parker has been with Travelers for 29 years. He started as a special agent and served at Minneapolis, Los Angeles and San Francisco. He was assistant manager at Oakland and at San Francisco and has been manager at Denver, Dayton and Cleveland.

Mr. McGrath has been with Travelers at New York city for 23 years in the claim and underwriting departments and as a field assistant. He was named assistant manager, casualty lines at 55 John street in 1936 and manager of the special risks division in 1944. He was graduated from Tufts College.

American Casualty Names Wyren at Milwaukee

American Casualty has appointed Harry W. Wyren as manager at Milwaukee.

Mr. Wyren has had 12 years experience as an underwriter and field representative for Hartford Accident. For a period he was field representative in Wisconsin for Hartford. He is a graduate of Northwestern University. During the war he was with the coast artillery in foreign service.

FBI Man at Buffalo

Peter J. Lawson, inspector in the Buffalo office of FBI, addressed the May meeting of Buffalo Casualty & Surety Club. The club's outing will be held at East Aurora Country Club.

To Higher Rank



A. W. Wilsterman



E. T. Moynahan

A. W. Wilsterman, formerly assistant U. S. manager, who has now become U. S. manager of General Accident and vice-president and director of Potomac, and Edward T. Moynahan, formerly vice-president of Potomac, who becomes executive vice-president of that company, and also assistant U. S. manager of General Accident.

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Great Amer
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Seaboard Sur
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Travelers Ind
Trinity Univ
United Natl
United Pac
U. S. Cas
U. S. Guar
U. S. F. & G

New Treasury List of Surety Qualifying Powers

The U. S. Treasury Department has now published its list of acceptable sureties for federal government obligations together with the net limit on any one risk that each company may write. The figure is 10% of surplus to policyholders at Dec. 31, 1948. This is known as the April, 1949, list.

The only newcomer in the list at this time is Kansas City F. & M. with underwriting powers of \$161,000. This is the second fire company on the surety list, the other being North America. Fireman's Fund was on the April, 1948, list but has not appeared since that time.

By and large, the underwriting limits in the April list exceed those of the October, 1948, list which were based on June 30, 1938, figures.

Below are given the underwriting limits, not only in the April, 1949, list, but in the October, 1948, and April, 1948, list as well:

	Apr., '48	Oct., '48	Apr., '49
*Acci. & Cas.	283,000	255,000	306,000
Aetna Cas.	4,013,000	4,015,000	4,022,000
Amer. Auto.	1,810,000	1,854,000	2,022,000
Amer. Bond	240,000	244,000	251,000
Amer. Cas.	345,000	374,000	365,000
Amer. Empl.	797,000	841,000	784,000
Amer. Fidelity	161,000	151,000	149,000
Amer. General	322,000	346,000	372,000
Amer. Guar.	268,000	261,000	259,000
Amer. Indem.	214,000	227,000	221,000
Amer. Motor	225,000	225,000	300,000
Am. Mut. Liab.	1,637,000	1,665,000	1,738,000
Amer. Reins.	1,328,000	1,375,000	1,261,000
Amer. States	207,000	222,000	249,000
Amer. Surety	2,029,000	2,084,000	2,005,000
Anchor Cas.	142,000	145,000	188,000
Assoc. Indem.	584,000	626,000	688,000
Buckeye Union	129,000	154,000	160,000
*Car. & Geh.	208,000	202,000	192,000
Cent. Surety	450,000	480,000	483,000
Century Indem.	653,000	626,000	690,000
Columbia Cas.	358,000	417,000	396,000
Comm. Cas.	440,000	447,000	495,000
Comm. Stand.	137,000	149,000	162,000
Cont. Cas.	2,383,000	2,474,000	2,664,000
Eagle Ind.	358,000	477,000	479,000
Emeco Cas.	88,000	94,000	105,000
Empl. Cas.	263,000	270,000	290,000
*Empl. Liab.	1,562,000	1,865,000	1,827,000
Empl. Mut., Ia.	216,000	242,000	307,000
Empl. Mu., Wis.	1,231,000	1,359,000	1,463,000
Empl. Reins.	1,385,000	1,309,000	1,273,000
Eureka Cas.	120,000	122,000	130,000
*Europ. Gen.	1,058,000	1,001,000	1,016,000
Excess	200,000	200,000	200,000
Farm. El. Mut.	41,000	41,000	41,000
Fid. & Cas.	3,336,000	3,694,000	3,291,000
Fid. & Dep.	2,103,000	2,133,000	2,141,000
Fire. Fd. Ind.	1,024,000	998,000	918,000
Fireman's Fund	2,060,000	.....	.....
Found's F. & M.	313,000	324,000	286,000
Gen. Cas. Wash.	478,000	477,000	484,000
Gen. Reins.	1,671,000	1,552,000	1,710,000
Glenn Falls	841,000	838,000	859,000
Globe Indem.	2,212,000	2,104,000	2,158,000
Great Amer.	1,147,000	1,182,000	1,162,000
*Guar. N. A.	158,000	159,000	160,000
Hartford Acc.	4,115,000	4,471,000	4,567,000
Hawkeye Cas.	62,000	75,000	88,000
Home Indem.	724,000	774,000	706,000
Houston F. & C.	162,000	142,000	157,000
Indem. N. A.	2,202,000	2,526,000	2,367,000
*Ins. Co., N. A.	11,265,000	12,429,000	11,946,000
Kan. C. F. & M.	.....	.....	161,000
Internat. Fid.	189,000	195,000	196,000
Kan. Bk. Sur.	63,000	64,000	63,000
Liberty Mut.	2,224,000	3,350,000	3,407,000
*London Guar.	655,000	740,000	741,000
Long. & Lanc.	293,000	289,000	296,000
Lbr. Mut. Cas.	1,100,000	1,150,000	1,300,000
Maine Bond	69,000	73,000	74,000
Mfra. Cas.	513,000	516,000	546,000
Md. Cas.	2,574,000	2,615,000	2,643,000
Mass. Bond	1,336,000	1,319,000	1,340,000
Merch. Indem.	293,000	446,000	419,000
Metrop. Cas.	415,000	485,000	489,000
Natl. Auto	218,000	219,000	244,000
Natl. Cas.	350,000	350,000	375,000
Natl. Grge. Mu.	196,000	206,000	217,000
Natl. Surety	2,180,000	2,235,000	2,148,000
Natl. Un. Ind.	98,000	95,000	90,000
New Am. Cas.	1,438,000	1,662,000	1,704,000
New Eng. Cas.	247,000	252,000	247,000
N. Y. Cas.	396,000	423,000	402,000
N.A.C. & S. Re.	264,000	264,000	271,000
Northw. Cas.	218,000	225,000	278,000
*Ocean Acc.	534,000	559,000	595,000
Ohio Cas.	500,000	500,000	550,000
O. Farmers Ind.	157,000	166,000	171,000
Pac. Empl.	338,000	342,000	351,000
Pac. Indem.	1,020,000	1,034,000	949,000
Peerless Cas.	226,000	234,000	230,000
Phoenix Ind.	389,000	441,000	425,000
Preferred Acc.	335,000	286,000	216,000
Royal Ind.	1,830,000	1,736,000	1,850,000
St. Paul Mer.	950,000	943,000	988,000
Seaboard Sur.	630,000	650,000	639,000
Stand. Acc.	1,370,000	1,756,000	1,812,000
Summit F. & S.	23,000	35,000	34,000
Sun Indem.	305,000	306,000	306,000
Texas Indem.	53,000	57,000	50,000
Travelers & Gen.	.....	133,000	149,000
Trinity Ind.	1,500,000	1,500,000	2,200,000
United Natl.	318,000	383,000	342,000
United Pac.	277,000	300,000	300,000
U. S. Cas.	635,000	647,000	650,000
U. S. Guar.	1,485,000	1,543,000	1,409,000
U. S. F. & G.	2,517,000	3,659,000	3,845,000

	Apr., '48	Oct., '48	Apr., '49
Va. Surety	48,000	57,000	59,000
West American	141,000	139,000	138,000
West. Cas. & S.	227,000	237,000	286,000
West. Natl. Ind.	266,000	209,000	325,000
Western Sur.	122,000	143,000	129,000
Yorkshire	167,000	159,000	152,000

*Companies qualified for reinsurance only.

No Action on Va. Cut

RICHMOND — After hearing testimony May 6 on workmen's compensation insurance rates in Virginia, the Virginia corporation commission continued the case until May 27.

Workmen's compensation rating bu-

reau of Virginia has asked the commission for authority to reduce its over-all average rates 11.1%. This move has been opposed by Virginia Manufacturers Assn., which contended through B. I. Evans, Columbus, O., actuary, that the rates should be cut 24.5%.

Agent Must Underwrite

San Antonio Assn. of A. & H. Underwriters heard Ernest O. Severin, chief underwriter of American Hospital & Life, talk on the salesman's part in underwriting hospitalization and A. & H. insurance.

Hold Engineering Parley

F. W. Braun, vice-president and chief engineer of Employers Mutual Liability, Wausau, Wis., was in charge of the annual engineering supervisors' conference, attended by 20 supervisors from all parts of the country. Speakers included W. H. Burhop, executive vice-president; S. F. Staples, vice-president and sales manager, and Carl W. Kroening, assistant claims manager.

J. H. Berkshire has been elected a director of Central Surety succeeding his father, the late Ben H. Berkshire.

Statement

OF CONDITION AS OF DECEMBER 31, 1948

ASSETS		LIABILITIES	
Cash in Banks	\$ 641,642.82	Reserve for claims in process of adjustment	\$657,785.03
U. S. Government Bonds at Market Value	1,011,100.00	Reserve for unearned premiums	425,209.81
	\$1,652,742.82	Reserve for taxes and other Expenses Accrued	63,992.08
Premiums in course of collection less than 90 days	\$ 197,235.56	Reserve for Income Tax	79,943.07
Reinsurance due and in transit on paid losses	8,967.74	Balances due other companies for reinsurance	34,749.86
Accrued interest on investments	2,313.03	Total Liabilities	\$1,261,679.85
Other Accounts Receivable and Admitted Assets	4,225.92	Capital	\$300,000.00
	212,742.25	Surplus	303,805.22
TOTAL ADMITTED ASSETS	\$1,865,485.07	Surplus as regards policy holders	603,805.22
		Total Liabilities, Capital and Surplus	\$1,865,485.07

NOTE: Furniture, Fixtures, and Premiums in course of collection over 90 days, and other assets of non-admissible character are not included in above statement.

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Vice-President

JACK E. HANKISON
Vice-President and General Counsel

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Manager Safety Engineering & Accident Prevention

H. L. EHRLER
Manager Claims Department

C. W. IDARIUS, JR.
Claims Attorney

VIRGINIA SURETY COMPANY

INCORPORATED

GENERAL OFFICES, 228 SUPERIOR STREET, TOLEDO 4, OHIO

Specializing in the writing of Bodily Injury and Property Damage coverage for local and long haul trucking and public passenger carrying risks.

SURETY

Big Contracts in Alaska

William A. Smith Construction Co., and Brown & Root of Houston, were low bidders at \$1,944,655 for work on 101 miles of the Alaska Railroad near Anchorage. National Surety will execute the bond if they are awarded the contract.

J. C. Boespflug Construction Co., Peter Kiewit Sons Co. and Morrison Knudsen Co., Seattle, were low bidders at \$4,509,254 on a government hospital at Anchorage, Alaska. Continental Casualty for Boespflug, Aetna Casualty for Kiewit and Fidelity & Deposit for Morrison Knudsen will execute the bond.

Peter Kiewit Sons Co., Arcadia, Cal., and Fred J. Early, Jr., Co. bid \$6,169,337, the low figure, for the aeration system and final settling system of the activated sludge plant at El Segundo, Cal. Aetna Casualty for Kiewit and Fidelity & Deposit for Early will write the bond.

Guy F. Atkinson Co. and Charles L. Harney, both of San Francisco, were low bidders at \$2,819,405 for highway improvements in the city and county of San Francisco. Fidelity & Deposit and Hartford Accident are on the bid bonds.

Anderson on Tour

Elmer C. Anderson, assistant secretary of Surety Assn. of America, is making his talk on the book, "Surety Rate Making", by Dr. Jules Backman, in several midwestern cities. He was before Surety Underwriters Assn. of Pittsburgh Monday; Surety Underwriters Assn. of Indianapolis Wednesday; will speak before Surety Underwriters Assn. of Milwaukee May 13; Surety Underwriters Assn. of Minnesota at Minneapolis May 16 and Surety Underwriters Assn. of Michigan at Detroit May 19.

Conemaugh Dam Bond

Two surety bonds totaling \$5 million to cover the construction of the Conemaugh River dam near Saltsburg, Pa., have been arranged by Aetna Casualty for Savin Construction Corp. of East Hartford, Conn. The contract is for \$8,736,000.

New Wash. Liquor Bond

LOS ANGELES—Surety Underwriters Assn. of Southern California at a meeting here discussed a new \$10,000 surety bond required by the state of Washington for liquor dealers who come under a new law governing sale and consumption of liquors on the premises.

Pa. Liquor Bond Rate Cut

Premiums on the \$2,000 liquor license bonds issued to more than 18,000 retail liquor dealers in Pennsylvania have been reduced by most companies from \$35 to \$25 a year.

Towner Rating Bureau approved the reduction in the view of forfeiture experiences. If the licensee is found guilty of a serious law violation the liquor control board may forfeit the bond, but such cases have been relatively few in recent years.

Surety Assn. Annual

Surety Assn. of America is holding its annual meeting and election at New York City Thursday.

Correction on Western Surety

The business of Western Surety in Ohio was incorrectly reported in THE NATIONAL UNDERWRITER issue of May 5. The company had total premiums of \$31,475 and no losses in the state. The business was entirely fidelity and surety, \$20,952 of the premiums being fidelity and \$21,523 being surety.

COMPANIES

Cosmopolitan Casualty to Complete Financing

SAN FRANCISCO—Thor C. Jgerdrum, president of Cosmopolitan Casualty, being organized in San Francisco, reports that the company expects to complete its financing before the end of May. This will be accomplished through an interested group without any promotional expense.

The company, which will have \$250,000 capital and \$250,000 surplus, will write public liability, compensation and automobile fire, theft and collision.

Mr. Jgerdrum, now claims manager for Colonial in San Francisco, was one of the founders of Public Service. Alex Doran, now with the Victor Hall agency, is vice-president and Robert C. Dunn, attorney, is secretary-treasurer.

The company will be managed by the California Consolidated General Agencies, Inc., now operating and which will also represent other companies. Negotiations for such representation are pending. Another underwriting firm, Consolidated Management & Underwriters Inc., has been organized by the

same group. The three corporations have the same offices. Headquarters have been established at 58 Sutter St.

First Quarter Sets Record

The business of Employers Reinsurance for the quarter ended March 31 was the largest for any like period in its history. Premiums written totaled \$7,139,649, compared with \$6,404,349 a year ago and \$4,109,507 two years ago.

Admitted assets April 1 were \$42,931,051, an increase of \$560,049 for the quarter. Voluntary special reserve was \$997,321, a decrease of \$1,002,747. Loss reserve rose \$1,178,505, and unearned premium reserve was \$12,127,204, up \$2,001,997.

Resources Are Increased

Capital of Midwestern of Oklahoma City has been increased by \$50,000 and now totals \$250,000 and \$75,000 was added to surplus through subscription to additional stock by present shareholders. Plans are being made to enter Kansas, Colorado, New Mexico, and Mississippi.

Badger State Goes Ahead

Net premiums of Badger State Casualty of Milwaukee last year totaled

\$314,450 and the losses paid were \$93,986, loss and claim expense \$19,651 and other expenses \$124,814.

Assets amounted to \$345,326, a gain of \$79,551, and surplus was \$75,410, a gain of \$2,872.

Gain in premium writings was \$98,533. The loss ratio on an incurred basis was 47.3, loss and claim expense ratio 7.4 and underwriting expense ratio 45.4.

Western Group's Quarter

Net earnings of Western Insurance Securities Co., holding company of Western Casualty & Surety and Western Fire, for the first quarter were \$178,902, compared with \$160,139 in the 1948 period.

Premium writings of the operating companies for the quarter were \$3,648,712, a gain of \$441,334. Combined assets totaled \$17,110,733, a gain of \$545,863 over a year ago. The casualty company's surplus to policyholders rose \$103,059 to \$42,962,881. The fire company's surplus rose \$40,487 to \$2,111,208.

N.A.U.A. Licensed in W. Va.

National Automobile Underwriters Assn. has been licensed as a rating organization in West Virginia. Necessary filings under the new law will be required by July 1.

Have you tried

THE *Western Way*

for Fidelity and Surety Bonds

our boast, we out service all of our competitors

Write us about an agency

WESTERN SURETY COMPANY

One of America's Oldest Bonding Companies

175 West Jackson Blvd.
Chicago, Illinois

Sioux Falls
South Dakota

21 West 10th Street
Kansas City 6, Mo.

ACCIDENT AND HEALTH

Illinois Hearing Held

A sub-committee of the house judiciary committee of the Illinois legislature held a hearing Wednesday on house bill 139 by Rep. Horsley, which would establish a compulsory cash sick-

ness compensation fund to pay benefits for non-occupational accident and sickness. The opposition included representatives of Illinois Manufacturers Assn. and industry. The arguments were summed up and the hearing closed by E. H. O'Connor, Insurance Econo-

ics Society, who pointed out the weaknesses of the Rhode Island system, the only plan now operating as a monopolistic state fund.

That evening Mr. O'Connor addressed the annual meeting of Illinois State Dental Society at Peoria on "Do We Know Where We're Going?" He discussed the medical phases of the Truman health program, its effect on the national economy and on the freedom of the medical and dental professions.

Discuss A. & H. Procedures

Bureau of A. & H. Underwriters conducted an educational seminar at New York to discuss in detail home office and field procedures. Merle J. Thompson, Standard Accident, was general chairman, assisted by George L. Smith, Travelers; Neil J. Brown, Hartford Accident, and Ray L. Hills, Great American Indemnity. The 80 present represented 45 companies.

All procedures involved in writing A. & H. insurance such as underwriting, investigation, policy writing, cancellations, renewals, claims and filings with insurance departments, were discussed in detail, from the standpoint of a large volume company, a medium volume company, and a small volume company. Each procedure was illustrated by projected screen slides, charts and sample forms, supplemented by discussion from the floor.

St. Louis Blue Cross Issue

Insurance Director Hershey of Illinois has submitted to the attorney general for an opinion the question of the right of St. Louis Blue Cross to continue to operate in Illinois. This plan has been operating in certain southern Illinois communities under an opinion of a former attorney general in 1938. The law was changed in 1943 and the question now is whether the St. Louis Blue Cross has vested rights in Illinois due to the 1938 opinion, or whether it must obtain a certificate of authority. There is reported to be a certain restlessness on the part of the hospitals in southern Illinois because the St. Louis Blue Cross makes smaller payments to the hospitals than does the Chicago plan.

Will Study British Plan

Gilbert H. Knight, Federal Life & Casualty, Cleveland, immediate past president of National Assn. of A. & H. Underwriters, and Mrs. Knight are leaving for Europe the last of May and will not return until the end of August. He plans to study the effect of the British compulsory insurance scheme, especially as to the way claims are being handled, from the standpoint of the man on the street rather than that of the doctor. Mr. Knight is taking his car and will cover much ground in England, Scotland and North Ireland, and also in France and Switzerland.

Woodmen Companies' Shifts

Woodmen Accident and affiliated companies have appointed Howard E. Hall eastern Nebraska supervisor. He has been associated with the companies since 1936 and has been superintendent of agents for five years. He will be in charge of an expansion program for that territory.

He succeeds W. J. Quinn, who has been transferred to take charge of southwestern Kansas.

J. B. Hill of Hastings is relinquishing his duties as supervisor for central Nebraska to enter full-time agency work.

Chicago Women Elect

The women's division of Chicago A. & H. Assn. has elected as president Mrs. Maryland Hull, Zurich. Vice-presidents are: Program, Carrie Grae, Hooper-Holmes Bureau; membership, Veronica Cardott, Provident Life & Accident; arrangements, Mrs. Mary Miller, broker, Employers Liability. Secretary is Mrs. Gladys Berger, Com-

In Higher Post



Emerson Adams, who has succeeded V. J. Skutt as executive vice-president of Mutual Benefit Health & Accident, Mr. Skutt having ascended to the presidency.

bin, and treasurer, Helen Johnson, North American Accident.

Panel on UCD Problems

LOS ANGELES—Los Angeles Life & Accident Claims Assn. at its meeting May 23 will have a panel discussion on "Our Mutual UCD Problems," with Pat Merrick, secretary California state stabilization commission; Stanley Foster, administrative assistant disability insurance division, and Arthur D. Murray, supervisor southern California area disability division, on the panel.

Change Conference Speaker

Dr. Ernest B. Howard, assistant secretary and assistant general manager of American Medical Assn., will address the annual meeting of H. & A. Underwriters Conference at the Edgewater Beach hotel May 18, instead of Dr. George F. Lull, secretary and general manager of the A.M.A. as previously announced.

Dr. Howard, prior to joining A.M.A. last year, was director of the division of venereal disease control, Massachusetts department of public health from 1940 to 1942. He was a medical officer in the army during the war.

WANT ADS

ACCIDENT AND HEALTH MANAGER

For established New England Company. Must be topnotch Accident and Health Specialist, completely familiar with both group and commercial coverages. Will plan, develop, operate nationwide sales activities. Broad Sales and Underwriting experience plus managerial ability essential. Unlimited future opportunity. Please write complete personal and business resume to Box U-20, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill. Your reply will be held in strict confidence.

LAWYER AVAILABLE

General company experience, largely casualty legal and claims. Good home office administrator. Now employed. Address U-7, care The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

GENERAL CASUALTY UNDERWRITER — OLD ESTABLISHED DETROIT GENERAL AGENCY HAS A PERMANENT OPENING. GIVE AGE, EXPERIENCE, MARITAL STATUS AND SALARY EXPECTED. Write U-35, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

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Special agent wanted by stock insurance company for Illinois territory south of Springfield. Must have auto insurance experience. Unusually good opportunity for aggressive person. Address U-36, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

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George M. Yamada, Honolulu
Barney Vanston & Co., Dallas

CHANGES IN CASUALTY FIELD

National Surety Names Pieper Claims Manager

N. J. L. Pieper has been appointed manager of claims for National Surety and National Surety Marine. Mr. Pieper has been president of Consultants, Inc., a public relations firm he established in San Francisco and Los Angeles in 1945, after resigning as agent in charge at San Francisco for the FBI.

Mr. Pieper's position is a newly created one designed to lighten the burdens of Henry W. Nichols, vice-president, who has heretofore exercised dual functions as general counsel and executive supervisor of the claims departments. The surety, casualty and inland marine claim departments are now coordinated under a single administrative head.

Mr. Pieper was graduated from Washington University and practiced law until 1934 when he joined the FBI.

Lamp Joins American Auto as Chicago Fidelity Head

Henry W. Lamp has been named to head the fidelity and surety department for American Automobile at Chicago. Under Mr. Lamp, the Chicago office will expand its facilities to include a full line of surety bonds and fidelity coverages.

Mr. Lamp is a graduate of Cornell College and Kent College of Law. In 1931 he joined Continental Casualty in the bond department at the home office, becoming superintendent of the fidelity and judicial divisions. He spent three years in the navy and following his release was made manager of Contin-

ental at Milwaukee in the bond department.

Cincinnati Work Recast

A general revision of duties and new appointments to various positions have been made at Cincinnati by American Associated. General liability and all automobile lines have been consolidated into one unit, the liability department, under the supervision of Gerald F. Farwick, aided by Elmer H. Tapke and Edward A. Baer on automobile and Paul J. Kellerman, general liability.

A consolidation of bonds, burglary and inland marine departments was made under the supervision of Robert Plattner, newly appointed to this position. James L. Bosse will be his assistant. J. S. Borie, Jr., was promoted to underwriting manager of the consolidated departments.

Mr. Plattner was with American Surety at Cincinnati in the bond department 14 years. He was an army captain during the war. He is a graduate of University of Cincinnati school of commerce and Chase Law School.

Smith Promoted at Memphis

William D. Smith, Memphis representative for American Mutual Liability, has been appointed branch sales manager there. Mr. Smith is a navy veteran and graduate of Vanderbilt College. He joined the company at Nashville in 1948.

McBirney Burglary Chief

Bruce H. McBirney has been appointed manager of the burglary department of Fidelity & Deposit and American Bonding at Los Angeles. Previously he had been with New Amsterdam Casualty at Los Angeles and San Francisco.

Carnine to Portland Post

Roland S. Carnine has been appointed claims manager at Portland, Ore., for Pacific General Agency. He succeeds H. S. Hargreaves, resigned.

N. J. Fields to Cleveland

Neil J. Fields has been appointed assistant manager at Cleveland for Fidelity & Deposit. He started with F. & D. as special agent at Chicago in 1938, transferring to Louisville in 1940. Since 1946, he has been at Kansas City as special agent.

Hofstatter Special Agent

Frank G. Hofstatter, who has been an underwriter in the southern California branch office of Fidelity & Casualty, has been appointed a special agent for the city of Los Angeles.

Hardware Mutual Casualty and Hardware Dealers Mutual Fire have elected Leon C. Warner, Jr., president Warner Hardware Co., Minneapolis, a director.

Surety Unit Certified in W. Va.

Surety Assn. of America has received from the West Virginia department its license to act as a rating organization in that state under the recently enacted rate regulatory law. This statute became effective April 1, with necessary filings required by July 1. Surety Assn. is now licensed to operate in 46 states, District of Columbia, Alaska, Puerto Rico and Hawaii.

Crime Controls Sought

Donald E. Dalrymple, chief bond auditor of Liberty Mutual, discussed "Controlling Crime Losses" at a dinner meeting of the Milwaukee Control, Controllers Institute of America. He stressed the importance of adequate systems of internal check and control.



But it's never funny to be HALF-COVERED

against power-equipment failure

When a client of yours, having only his boilers covered, has an accident to his power machinery—it's never funny to him or to you. For he depends upon you, as his agent, for sound insurance counsel.

The facts show that owners of factories, laundries, hotels, dairies and similar plants lose heavily every year through failures of such machines as engines, compressors or electrical units.

Check your list of clients for those who are only partly covered. Then, for whatever technical help you need, call on the Special Agent of Hartford Steam Boiler. He has the specific knowledge and experience to aid you in selling and servicing the additional protection. You'll cultivate long-term good will—and increase your writings.



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FOR POWER-PLANT INSURANCE, IT PAYS TO CHOOSE THE LEADER

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**NATIONAL SURETY
CORPORATION**

VINCENT CULLEN
President

CASUALTY-SURETY TOTALIZATOR

(CONTINUED FROM PAGE 22)

EXCLUSIVELY AUTOMOBILE MUTUAL COMPANIES

	1948	1947
Assets	199,260,875	151,334,167
Surplus to policyholders	69,090,207	47,705,929
Net premiums written	166,163,380	136,649,324
Losses paid including adjusting expenses	79,964,054	71,316,216
Ratio of losses paid to net premiums written	48.1	52.2
Premiums earned	158,320,097	125,685,567
Losses incurred including adjusting expenses	87,152,516	78,010,975
Underwriting expenses incurred	45,620,694	36,741,151
Ratio of losses incurred to premiums earned	55.1	62.1
Ratio of und. exp. incurred to premiums earned	28.8	29.2
Net gain from und. and profit and loss items	24,818,744	10,268,616
Net gain from investments	2,892,729	3,062,035
Net gain in surplus	21,384,278	13,263,038

ACCIDENT & HEALTH MUTUAL COMPANIES

(Excluding fraternal societies)

	1948	1947
Assets	150,332,687	143,460,935
Surplus to policyholders	58,090,702	55,806,411
Net premiums written	119,185,351	121,655,045
Losses paid including adjusting expenses	56,799,596	57,996,958
Ratio of losses paid to net premiums written	47.7	47.7

FRATERNAL SOCIETIES

(Accident & Health)

	1948	1947
Assets	186,667,797	132,329,192
Surplus to policyholders	22,365,492	23,368,666
Net premiums written	22,999,968	16,232,707
Losses paid including adjusting expenses	14,448,627	9,451,041

HOSPITALIZATION & MEDICAL COMPANIES & ASSOCIATIONS

	*1948	1947
Assets	191,246,922	139,150,806
Surplus to policyholders	98,500,047	74,339,329
Net premiums written	401,856,156	279,514,950
Losses paid including adjusting expenses	338,153,099	234,268,309
Ratio of losses paid to net premiums written	84.1	83.8

*Includes 50 medical surgical companies not previously included.

CLASSIFICATION OF TOTAL MUTUAL BUSINESS

(Multiple line, exclusive automobile and A. & H.)

	1948			1947		
Classification	Net Prens. Written	Losses & Adj. Exp. Paid	%	Net Prens. Written	Losses & Adj. Exp. Paid	%
Auto fire, theft, tor. and other auto.	37,226,730	13,889,148	37.3	36,213,765	15,560,723	43.0
Auto collision	98,540,693	46,200,215	46.9	82,297,528	46,776,003	56.8
Auto liability	178,317,284	82,380,834	46.2	153,122,592	71,479,585	46.7
Auto prop. dam....	91,484,931	52,449,735	57.3	71,727,901	42,046,960	58.6
Total automobile	405,569,638	194,919,982	48.1	343,361,786	175,863,271	51.2
A. & H. (incl. sick ben. & burial) ..	160,117,783	82,054,727	51.2	150,107,973	74,852,795	49.9
Boiler machinery..	9,375,182	1,866,523	19.9	6,358,892	1,148,644	18.1
Burglary & theft...	3,644,956	1,657,626	45.5	4,895,951	1,850,306	37.8
Fidelity	2,028,760	719,242	35.4	1,706,856	564,784	33.1
Glass	2,135,440	1,134,075	53.1	2,163,535	1,261,280	58.3
Liability (not auto)	36,970,028	13,776,416	37.3	32,058,087	9,466,884	29.5
Live stock	58,671	13,641	23.2	23,546	10,811	45.9
Prop. dam. & coll. (not auto)	8,096,019	6,083,894	75.5	5,743,880	1,765,205	30.7
Surety	753,869	272,793	36.2	526,808	163,996	31.1
Workmen's comp..	261,714,779	133,876,899	51.2	228,903,344	119,604,417	52.2
Miscellaneous	16,401,605	6,947,459	42.4	2,510,376	961,108	38.3
Grand Total	906,866,740	443,323,277	48.9	778,361,034	387,513,501	49.8

RECIPROCATALS & LLOYDS

(Multiple line & exclusively automobile)

	1948	1947
Admitted assets	194,306,764	156,988,317
Liabilities	123,346,660	100,373,995
Surplus to policyholders	70,960,104	56,614,322

EXCLUSIVELY AUTOMOBILE RECIPROCATALS & LLOYDS

	1948	1947
Assets	135,905,279	92,177,546
Surplus to policyholders	52,480,185	28,181,246
Net premiums written	120,804,994	83,677,125
Losses paid including adjusting expenses	41,625,141	38,859,969
Ratio of losses paid to net premiums written	34.5	46.4

CLASSIFICATION OF TOTAL RECIPROCAL AND LLOYDS BUSINESS

	1948			1947		
Classification	Net Premiums Written	Losses & Adj. Exp. Paid	%	Net Premiums Written	Losses & Adj. Exp. Paid	%
Auto fire, theft tor. and other auto.	23,190,741	7,150,617	30.8	18,046,164	6,108,110	33.8
Auto collision	44,584,886	17,714,065	39.7	36,160,787	16,604,932	45.9
Auto liability	40,017,112	14,498,765	36.2	29,308,486	11,203,830	38.2
Auto prop. dam.	24,217,778	11,365,299	46.9	18,411,331	9,274,264	50.4
Total auto	132,010,517	50,728,746	38.4	101,926,768	43,191,136	42.4
A. & H. incl. hosp.	2,565,629	921,526	35.9	597,035	171,824	28.8
Burglary	418,796	230,827	55.1	343,712	170,616	49.6
Fidelity & surety	700,479	373,121	53.3	1,065,977	540,443	50.7
Glass	18,321	10,084	55.0	31,407	14,237	45.3
Liability (not auto)	4,343,221	1,469,157	33.8	3,784,323	1,219,025	32.2
Live stock	662,852	417,930	63.1	329,219	77,700	23.6
P. D. & coll. (not auto)	951,243	96,021	10.1	382,809	60,040	15.7
Workmen's comp.	12,749,757	6,194,897	48.6	20,172,357	9,162,357	45.4
Fire lines written	1,947,031	370,175	19.0	6,550,765	421,629	6.4
*Miscellaneous	1,375,839	428,671	31.2	937,911	177,718	18.9
Grand Total	157,743,685	61,241,155	38.8	135,939,187	55,379,821	40.8

*Includes total premiums and losses of companies not segregating lines.

COMPENSATION

Compensation State Fund Bill Killed in Mass.

BOSTON—A labor-sponsored state fund compensation bill has been killed in the house. Reconsideration was refused and the issue is dead for the present year. Both AFL and CIO supported the measure.

A bill to give "advisory organization" status to National Council on Compensation Insurance, permitting acquisition cost conferences and regulation of commissions, was heard by the legislative insurance committee and strongly opposed by Commissioner Harrington as "illegal and unsound." The bill was supported by American Mutual Alliance and Insurance Federation of Massachusetts.

A bill to take Massachusetts industrial accident board out of the operation of the workmen's compensation assigned risk plan was heard by the insurance committee and opposed by Commissioner Harrington, Mutual Alliance and Insurance Federation.

Would Broaden Mo. Law

The Missouri house workmen's compensation committee has reported favorably a bill to change the basis of recovery of compensation from the occurrence of an accident to the occurrence of an

injury. This would cover injuries sustained in lifting, pulling, pushing or twisting such as hernia. The bill was motivated by a decision of St. Louis court of appeals holding that an unusual accident or occurrence is the necessary element to make a compensation case. At a hearing Chas. L. Carr, attorney for Kansas City Public Service Co., and Jesse L. Rendecker, attorney representing Insurers Service Corp. of St. Louis, argued against the bill contending it would discourage employment of older persons.

Riddell Joins Halifax

W. A. Riddell has been appointed superintendent at Toronto office of Halifax. He formerly was claims superintendent there of U. S. F. & G., and was with that company for 30 years. Halifax has appointed J. H. F. Kay manager at Montreal. He formerly was with Sun.

Dignan Agency Moves

Offices of the W. R. Dignan general agency of Cincinnati are being moved this month from the Schmidt building to 1241 Union Trust building. The agency specializes in brokerage of A. & H. for life and multiple line agents. The new office will have double the floor space of the former offices.

The Harold A. Bonway agency of Massachusetts Protective and Paul Revere Life in Detroit has moved to larger quarters at 717 Penobscot building.

Iowa Figures

STEAM BOILER & MACHINERY

	Net Premiums	Paid Losses
Amer. Empl.	\$ 7,088	\$ 95
Amer. G. & L.	1,049	...
Arex. Indem.	231	...
Columbian Cas.	40,525	2,200
Eagle Indem.	2,373	...
Empl. Liab.	11,647	4,313
Empl. Re.	23	...
Eur. Gen. Re.	6,349	2,040
F. & C.	66,588	949
Gen. Acc. F. & L.	1,548	...
Gen. Re.	265	...
Globe Ind.	6,541	1,394
Hartford Steam. Boil.	216,313	17,987
Lond. G. & A.	2,738	...
Lumba. Mut. Cas.	11,407	2,389
Maryland Cas.	5,318	759
Mutual Boiler	149,802	2,549
Phoenix Ind.	725	...
Royal Indemnity	6,373	117
Starboard Acc.	2,960	...
Travelers Ind.	27,995	11,130
Totals	\$ 567,968	\$ 45,120
1947	486,600	39,400

LIVE STOCK

Am. Farm. Mut. Cas.	\$ 2,298	\$ 721
Hartford Live Stock	28,054	18,734

Totals	\$ 40,352	\$ 19,455
1947	50,185	20,180

HOSPITAL & MEDICAL

Assoc. Hosp. Serv.	\$ 754,228	\$ 582,640
Hospital Serv.	4,786,470	3,886,873
Iowa Med. Serv.	538,777	322,084
Totals	\$ 6,079,475	\$ 4,791,597
1947	4,543,027	3,721,519

OVER 100,000 ENTHUSIASTIC AND SATISFIED POLICYHOLDERS

WOLVERINE INSURANCE COMPANY

LANSING, MICHIGAN

Premiums Written and Losses Paid on IOWA Casualty Business in 1948

	Total Premiums and Losses	Auto. Liab. Premiums and Losses	Other Liab. Premiums and Losses	Work. Comp. Premiums and Losses	Fidel. Premiums and Losses	Surety Premiums and Losses	Plate Glass Premiums and Losses	Burg. Theft Premiums and Losses	P. & C. Premiums and Losses		Total Premiums and Losses	Auto. Liab. Premiums and Losses	Other Liab. Premiums and Losses	Work. Comp. Premiums and Losses	Fidel. Premiums and Losses	Surety Premiums and Losses	Plate Glass Premiums and Losses	Burg. Theft Premiums and Losses	P. & C. Premiums and Losses
Acc. & Cas.	11,553	2,545	1,510	3,024	154	136	351	638	2,396	F. & C.	839,223	154,686	77,309	287,399	48,430	32,254	10,454	39,434	135,491
Aena Cas.	424,233	71,611	64,050	110,010	38,406	32,525	7,045	36,173	58,725	F. & D.	222,565	54,712	15,379	36,586	1,939	6,603	4,829	5,704	49,352
All Mut. Cas.	2,657,253	594,750	219,077	106,454	39,835	1,243	814	3,842	26,400	F. Fund Ind.	15,028	69	2,399	106,291	85,903	2,638	25,567	.....	.....
Allstate	204,694	85,472	38,763	72,461	.....	.....	1,587	5,310	406,824	Freeport Mut.	38,939	9,196	7,258	6,104	4,618	1,254	506	947	8,516
Amer. Auto.	525,570	143,620	40,859	153,363	412	3	4,022	9,853	173,356	Gen. Ac. F. & L.	125,350	18,537	1,750	23,915	.....	.....	466	2,786	12,490
Amer. Cas.	49,901	14,031	4,689	7,840	457	385	998	2,373	10,086	Gen. Cas., Wash.	73,819	33,658	5,036	14,366	.....	.....	739	1,019	10,200
Amer. Empl.	97,935	14,857	12,562	31,171	2,450	2,753	1,852	7,915	12,602	Gen. Cas., Wis.	218,771	4,239	1,485	62	.....	.....	2,593	8,272	284,549
Am. Fm. Mu. A.	201,756	95,972	1,822	13,526	.....	.....	1,814	1,796	5,277	Gen. Re.	204,677	56,953	4,855	2,027	.....	.....	632	2,429	93,997
Am. Fm. M. Cas.	18,267	4,296	5,981	.....	.....	.....	.....	.....	85,415	Glens Falls	174,099	92,563	3,753	4,973	36,499	22,960	138	5,732	4,415
Amer. F. & C.	80,678	57,153	435	.....	.....	.....	.....	.....	23,000	Globe Indem.	174,876	13,717	11,240	22,440	2,333	5,179	732	3,431	11,955
Amer. G. & L.	6,130	38	.....	2,348	1,465	.....	62	2,018	17	Gt. Amer. Ind.	61,721	36,718	1,186	6,897	1,794	.....	2,180	11,725	37,050
Amer. Indem.	4,017	467	705	.....	67	.....	547	1,094	722	Gt. Cen., Peoria	92,954	39,763	7,921	14,451	2,937	930	1,306	3,182	21,785
Amer. Mut.	25,758	465	6,568	17,757	.....	.....	129	219	907	Guar. of N. A.	14,846	4,934	1,386	943	.....	.....	5	126	6,619
Amer. Mut. Lib.	23,794	1,203	8,646	12,741	.....	.....	1,986	.....	1,986	Hardw. Ind.	23,205	.....	.....	.....	.....	.....	17	466	.....
Amer. Mut. Lib.	245,920	53,373	.....	.....	.....	.....	.....	.....	219,203	Hardw. Mu. Cs.	483	.....	.....	.....	.....	.....	.....	.....	.....
Amer. Re.	149,858	17,536	.....	.....	.....	.....	.....	.....	109,085	Hart. Ac. & Ind.	3,551	1,606	256	1,343	.....	.....	.....	.....	.....
Amer. Sur.	610,044	106,069	21,832	327,396	5,502	.....	7	1,741	79,972	Hart. Ac. & Ind.	374,739	64,444	18,451	189,377	.....	.....	5,135	4,106	92,430
Anchor Cas.	298,858	50,810	575	150,272	1,829	.....	4	37,544	.....	Hawkeye Cas.	81,344	14,642	4,162	39,444	.....	.....	1,453	627	29,865
Assoc. Ind.	50,597	2,571	4,928	4,094	9,133	35,755	13	624	2,330	Hawkeye Cas.	1,190,669	273,367	127,758	382,076	57,336	49,907	10,358	40,397	222,107
Bankers Ind.	405,164	35,330	22,072	30,710	115,183	126,189	3,702	18,452	28,527	Home Ind.	434,385	146,527	13,048	120,827	1,209	5,978	4,868	7,206	130,173
Bltum Cas.	88,620	2,808	2,054	6,811	52,781	753	2,329	6,796	10,459	Hoosier Cas.	1,047,339	195,707	89,275	298,288	3,886	42,966	7,492	11,124	300,183
Car & Gen.	104,759	15,486	2,607	31,375	332	96	1,267	918	36,484	I. E. A.	354,908	63,156	8,079	90,791	89	.....	3,279	768	152,246
Cas. Ind. Ex.	34,366	1,524	688	14,131	.....	30	857	164	10,394	Ill. Nat. Cas.	21,789	6,528	1,648	71	2,498	1,770	1,345	2,328	5,109
Cas. Recip. Ex.	1,016	205	678	3,604	.....	82	.....	.....	210	Indem. of N. A.	97,179	26,618	4,020	.....	.....	.....	611	53	2,614
Celina	54,500	35	7,987	23,276	10	.....	1,282	.....	.....	In. Home Mut.	35,964	11,836	.....	.....	.....	.....	1,226	18,777	.....
Cent. Indem.	10,870	4,962	401	1,539	.....	.....	147	3,867	13	In. Hardw. Mut.	57,526	3,022	.....	.....	.....	.....	.....	.....	8,886
Cent. Natl.	7,025	3,900	.....	64	.....	.....	.....	.....	.....	In. Mut. Cas.	7,132	44	.....	.....	.....	.....	.....	.....	851
Cent. Sur.	935,740	40,798	81,294	730,976	.....	.....	29	76	76,681	In. Mut. Lib.	189,149	50,660	1,179	.....	.....	.....	.....	.....	161,169
Columbian Cas.	343,037	32,155	6,999	264,107	.....	.....	.....	.....	39,775	Le Mars Mut.	51,603	11,988	78	.....	.....	.....	.....	.....	29,924
Comm. Cas.	1,841	740	77	356	.....	.....	25	51	592	Liberty Mut.	490,936	115,335	72,334	113,695	23,231	5,131	7,322	29,947	99,308
Consol. Ind.	142	.....	142	.....	.....	.....	219	52	.....	Lond. & Lane.	153,766	40,939	6,761	41,174	427	225	3,137	3,195	41,270
Consol. Ind.	41,549	12,969	2,671	16,855	.....	.....	.....	.....	8,700	Lond. G. & A.	432,358	99,485	323,065	.....	.....	.....	.....	.....	633,639
Eagle Indem.	37,139	27,944	262	5,701	.....	.....	190	.....	2,747	Lond. G. & A.	2,291,926	324,792	71,588	.....	.....	.....	.....	.....	3,450,719
Economy Auto.	13,286	3,042	447	.....	.....	.....	907	89	6,499	Mass. Bond.	177,472	67,880	5,466	28,040	.....	.....	.....	.....	76,286
Empl. Liab.	3,746	685	.....	.....	.....	.....	1,059	.....	1,083	Med. Prot.	48,387	12,786	125	12,658	.....	.....	.....	.....	22,817
Empl. Mut. Cas.	63,707	12,594	10,271	14,417	5,901	2,540	1,285	4,410	12,102	Merch. Ind.	1,261,631	287,506	69,201	145,978	.....	.....	24,795	19,695	318,600
Empl. Mu. Liab.	338,440	27,263	760	4,495	2,229	.....	381	335	5,503	Mer. Mut. Bond.	524,216	99,451	9,888	62,730	.....	.....	12,492	6,471	251,706
Empl. Re.	44,057	45	.....	.....	.....	.....	.....	.....	208,899	Metro. Cas.	1,990,586	388,559	91,754	638,529	.....	.....	9,357	5,540	658,518
Excess	498,787	122,136	.....	.....	.....	.....	.....	.....	39,211	Midwest Am. Mu.	607,541	194,471	12,711	230,205	.....	.....	4,442	2,084	222,227
Fire Mut. Liab.	251,612	54,191	23,181	81,707	6,145	19,058	2,791	949	30,498	Midwest Mut.	199,688	47,256	.....	.....	.....	.....	1,315	.....	277,682
Fm. El. Mu. Cs.	105,495	18,509	3,221	46,371	.....	.....	949	946	27,214	Minn. Farm. Mut.	463,119	53,235	27,153	314,304	658	.....	1,785	2,543	88,756
Fm. Ins. Ex.	125,520	10,103	11,691	40,417	3,536	1,301	1,016	3,102	11,407	Mot. Carriers Mut.	201,776	17,330	12,314	150,135	.....	.....	96	.....	16,126
Gen. Cas.	34,109	1,000	2,123	17,130	1,274	.....	796	282	7,186	Mot. Veh. Cas.	2,325	91	301	830	7	767	.....	125	133
Gen. Cas.	46,992	14,490	5,341	118	3,508	517	1,840	3,515	9,391	ASSETS OVER	1,073	20	176	814	.....	.....	48	.....	209
Gen. Indem.	6,491	2,967	106	350	.....	.....	786	525	716	.....	39,213	8,820	4,795	11,911	.....	.....	799	764	8,153
Gen. Indem.	8,488	3,629	1,303	.....	.....	.....	239	542	2,755	.....	12,738	5,810	484	2,968	.....	.....	320	175	2,882
Gen. Indem.	18,455	12,670	118	1,758	.....	.....	471	99	4,096	.....	256,761	32,342	17,889	82,141	6,212	2,754	1,083	1,244	58,849
Gen. Indem.	13,077	3,718	177	.....	.....	.....	.....	.....	7,019	.....	115,608	13,122	1,477	39,108	.....	.....	409	288	29,542
Gen. Indem.	8,255	5,195	.....	289	.....	.....	.....	.....	7,019	.....	135,503	3,748	365	1,152	.....	.....	.....	.....	100,313
Gen. Indem.	901,979	69,249	36,529	74,520	24,342	33,690	5,705	17,667	52,413	.....	64,209	7,209	.....	.....	.....	.....	.....	.....	6,279
Gen. Indem.	361,770	20,864	3,998	61,384	3,491	15,332	3,851	2,181	25,141	.....	16,221	3,681	2,924	.....	.....	.....	.....	.....	2,091
Gen. Indem.	109,753	26,229	9,912	31,947	2,990	4,194	3,681	7,406	20,424	.....	4,767	2,500	.....	.....	.....	.....	.....	.....	438
Gen. Indem.	44,732	10,276	905	13,663	.....	.....	1,791	1,196	16,782	.....	852	479	.....	.....	.....	.....	.....	.....	187
Gen. Indem.	142,054	44,625	1,248	.....	.....	.....	8	.....	73,396	.....	316,163	54,062	34,124	112,269	11,285	14,727	3,610	11,425	55,379
Gen. Indem.	229,244	32,836	28,767	102,891	4,347	4,112	2,874	2,333	32,166	.....	102,404	17,165	6,584	41,644	708	.....	433	2,178	4,362
Gen. Indem.	93,454	25,644	2,575	40,181	.....	.....	1,255	1,253	17,211	.....	152,081	15,769	10,536	39,274	20,446	19,191	2,216	10,171	14,336
Gen. Indem.	3,330,460	554,975	223,146	1,271,728	11,472	88,908	16,281	33,373	857,011	.....	36,076	2,949	703	8,634	1,830	3,302	2,262	3,660	8,786
Gen. Indem.	1,133,833	182,741	26,104	497,624	115	.....	5,533	16,112	325,992	.....	44,344	44,344	.....	.....	.....	.....	.....	.....	.....
Gen. Indem.	680,142	46,580	67,152	453,943	1,905	.....	191	802	94,871	.....	6,303	6,303	.....	.....	.....	.....	.....	.....	.....
Gen. Indem.	288,996	39,056	558	211,317	.....	.....	196	14	28,507	.....	22,255	9,282	3,315	.....	.....	.....	1,673	982	336
Gen. Indem.	502,389	216,331	37,520	50,065	13,059	37,988	51	4,657	11,118	.....	3,745	2,747	.....	.....	.....	.....	.....	.....	476
Gen. Indem.	116,699	62,769	7,550	9,600	69	.....	.....	.....	680	.....	1,386	.....	.....	.....	.....	.....	.....	.....	.....
Gen. Indem.	124,045	16,058	9,999	6,015	23,178	28,973	.....	.....	9,446	.....	31,792	12,722	2,679	111	879	1,464	997	1,448	8,827
Gen. Indem.																			

(CONT'D FROM PRECEDING PAGE)

	Total Prelim. and Losses	Auto. Liab. Prelim. and Losses	Other Liab. Prelim. and Losses	Work. Comp. Prelim. and Losses	Fidel. Prelim. and Losses	Surety Prelim. and Losses	Plate Glass Prelim. and Losses	Burg. Theft Prelim. and Losses	P. D. & Coll. Prelim. and Losses
Mut. Sur.	76,323	5,507				5,817	70,506		
Nat. Cas.	105,532	3,625	1,965	8,510	379	1,678	1,143	834	4,592
Nat. Chiro.	2,386								
Nat. Indem.	218,004	111,446	102						82,087
Nat. Sur.	216,622	8,153	4,957	30,148	72,065	64,372	2,333	26,752	7,841
Nat. Travel. Cas.	466,063	28,563	509	3,388		49	1,704	2,450	1,424
New Amst. Cas.	158,750	23,381	21,614	58,053	5,196	4,959	1,956	8,158	24,276
N. Y. Cas.	63,260	10,920	5,563	10,127	—	—	145	1,200	7,824
N. Cent. Mut.	13,366			1,032	—59	200	617	81	2,118
Northern Cas.	92,600	21,722	6,190						51,848
N. W. Nat. Cas.	239,722	112,285	4,375				1,202	1,402	103,457
Ocean Acc. & G.	107,130	22,810	9,813	32,285	2,481	893	1,452	1,234	16,899
Ohio Cas.	581,566	109,352	51,976	41,228	6,226	6,404	6,765	17,071	261,342
Pacific Empl.	15,708	863	829	12,477					1,785
Peerless Cas.	165,613	61,773	5,532	35,946	16,921				2,603
Phoenix Ind.	80,942	21,511	10,990	20,269	623	525	2,389	5,884	16,484
Pioneer Nat. Cas.	89,437			9,001	49		1,485	526	7,802
Preferred Acc.	69,109	18,414	1,521	11,395	304	428	807	3,740	12,784
Pref. Risk Mut.	149,715	27,538	12,550						7,657
Reserve	2,298	1,657							21,493
Royal Ind.	134,432	17,060	17,068	67,863	2,100	2,146	541	2,444	16,429
St. Paul-Merc.	440,870	78,236	82,622	100,195	37,290	54,385	6,384	16,343	63,989
Seaboard Sur.	49,701								424
Sec. Mut. Cas.	56,174	397	1,944	58,564					279
Service Cas.	50,136			47,565					79
Shelby Mut. Cas.	17,948		1,431				14,540	1,719	250
Standard Acc.	228,095	12,349	27,527	127,924	3,140	8,145	1,538	8,107	27,891
St. Auto. Assn.	1,504,130	354,326	119,437						594,663
St. Farm. Mu. A.	2,409,692	725,398	41,692						222,072
Suburban Cas.	474,324	216,446	2,145						1,364,714
Sun Indem.	21,251	6,747	1,557	3,607	838	1,136	464	912	5,083
	7,737	879	167	634			132	553	5,566

Iowa Aggregates

	Net Prelim.	Paid Losses
Total Prens.	\$67,374,031*	\$51,057,357
Total Losses	27,470,690*	19,266,024
Auto. B.I. Prens.	9,089,836	8,522,134
Auto B.I. Losses	3,164,520	2,251,871
Other Liab. Prens.	2,975,202	2,208,778
Other Liab. Losses	438,263	278,992
W. C. Prens.	8,500,366	7,013,011
W. C. Losses	2,804,136	2,865,263
Fidelity Prens.	1,006,136	722,327
Fidelity Losses	98,517	88,279
Surety Prens.	1,419,253	1,158,497
Surety Losses	38,659	458
Glass Prens.	228,938	217,985
Glass Losses	113,628	119,211
Burglary Prens.	816,413	778,440
Burglary Losses	183,483	191,123
P.D. & Coll. Prens.	16,399,628	12,464,176
P.D. & Coll. Losses	6,575,955	5,489,362

*Includes classes shown below and fire, theft, etc., of full cover auto insurers, and fire, wind, etc., of full cover companies.

Other Lines

	Net Prelim.	Paid Losses
Accident & Cas.	197	9
Aetna Casualty	1,962	
Aetna Life	539,176	378,534
Alliance Life	9,912	4,400
Amer. Auto	79	
Amer. Casualty	9,020	5,260
Amer. Empl.	4,755	763
American Home	67	
Amer. Motorists	144	
Amer. Mut. Liab.	67,464	58,823
Amer. Re.	425	
American Rep.	162,590	40,565
Amer. Surety	86	
Anchor Casualty	1,631	1,631
Bankers Ind.	46	
Bankers Life of Ia.	93,697	62,929
Bankers Life & Cas.	52,313	4,336
Ben. Assn. Ry. Empl.	239,744	152,584
Business Men Assn.	385,769	202,286
Celina Mut. Cas.	277	110
Central Life	6,763	2,457
Cent. National	24,713	1,350
Cent. Surety	416	1,150
Century Indemnity	249	
Columbia Casualty	2,361	1,025
Columbia Mutual	6,426	667
Columbian Natl. Life.	12,729	4,904
Combined Cas.	359,859	137,390
Commercial Cas.	6,647	1,039
Conn. General Life	159,113	89,074
Cont. Assur.	117,203	139,297
Cont. Casualty	587,812	225,526
Craftsman	40,094	16,897
Dea Moines Cas.	20,093	1,558
Eagle Ind.	526	119
Economy Auto	38	
Empl. Liab.	7,228	1,240
Empl. Mut. Ben. Assn.	10,461	6,966
Empl. Mut. Cas.	30,491	1,881
Empl. Mut. Liab.	14,639	9,247
Empl. Re.	37,883	13,384
Equitable Soc.	391,524	266,063
Eur. Gen. Re.	8,926	5,325
Farmers Life	46,406	15,591
Federal Life	110,197	34,806
Federal Life & Cas.	14,320	4,921
F. & C.	17,168	3,410
Fidelity H. & A.	11,402	4,128
Fireman's Fund	218	26
Franklin Life	2,330	242,553
Gen. Acc. F. & L.	18,279	6,529
Gen. Amer. Life.	18,883	12,046
Gen. Cas. Wm.	45,643	20,246
Gen. Re.	2,814	879
Glens Falls	3,848	3,016
Globe Ind.	3,850	1,248
Gt. Amer. Ind.	679	87
Great North. Life.	86,771	30,421
Guar. Mut. Life.	515	
Hardw. Mut. Cas.	765	349

	Net Prelim.	Paid Losses
Hart. Acc. & Ind.	27,342	4,500
Hawkeye Cas.	1,502	
Home Indemnity	492	750
Hoosier Casualty	39,984	15,790
Ill. Bankers Life.	61,042	27,812
I. E. A.	46,840	5,770
Indem. of N. A.	24,402	11,480
Inter-Ocean	2,113	840
Interstate Assur.	123,206	49,000
Iowa High School	72,644	45,944
Ia. St. Traveling Men's.	777,941	418,640
John Hancock	360,083	232,247
Liberty Mutual	741	2,754
Lincoln Natl. Life.	3,308	700
Long. & Lanc.	70	
Long. Guar. & Acc.	1,231	
Loyal Prot. Life.	99,675	29,790
Lumber Mut. Cas.	25,171	27,110
Maryland Casualty	11,775	2,800
Mass. Bonding	28,664	10,590
Mass. Ind.	2,126	
Mass. Mut. Life.	11,074	6,010
Mass. Prot. Assn.	385,750	171,560
Metro. Cas.	1,779	3,290
Metro. Life.	440,111	260,470
Midwest Amer. Mut.	64	
Midwest Life	24,975	7,800
Monarch Life	346,223	140,510
Mot. Veh. Cas.	15	
Mutual Ben. H. & A.	1,967,141	995,600
National Ben.	1,153,490	319,197
Natl. Casualty	80,855	36,700
Natl. Fld. Life.	20,739	7,640
Natl. Travelers Cas.	437,500	156,810
New Amst. Cas.	1,160	
North Amer. Acc.	296,384	127,850
North Amer. L. & C.	14,573	7,730
Northern Life	89,572	29,540
Northwest Mut. Life.	5,143	410
Occidental Life	247,029	123,510
Ocean Acc. & Guar.	2,470	11
Ohio Casualty	244	
Old Line Life.	4,564	3,590
Pacific Mutual Life.	117,978	70,400
Paul Revere Life.	217,482	197,830
Phoenix Ind.	1,530	720
Pioneer Natl. Cas.	2,797	2,550
Postal Life & Cas.	23,170	5,710
Preferred Accident	19,815	5,300
Provident L. & A.	149,112	64,730
Prudential	328,136	203,210
Reliance Life	1,468	400
Royal Indemnity	1,800	
St. Paul-Merc. Ind.	1,425	210
Standard Accident	6,828	3,210
St. Auto. Ins. Assn.	86,488	36,630
Sterling	82,916	4,610
Sun Indemnity	906	
Travelers	1,354,244	846,460
United	148,310	24,100
United Benefit Life.	376,428	128,670
United Natl. Ind.	694	
U. S. Cas.	13,162	5,800
U. S. F. & G.	29	
U. S. Life.	592,221	163,480
Wash. Natl. Life.	3,108	810
West. Cas. & Sur.	207,079	56,510
Woodmen Accident	48	
Woodmen Cent.	176,802	54,830
World	42,192	29,440
Zurich		

Totals \$14,909,076 \$7,247,400
1947 12,200,506 \$5,810,530

SPRINKLER & WATER DAMAGE

	Net Prelim.	Paid Losses
Aetna Cas.	3,716	150
Maryland Cas.	158	
Totals	3,874	150
1947	903	

CREDIT

	Net Prelim.	Paid Losses
Amer. Credit Ind.	23,233	
Empl. Re.	1,877	
Eur. Gen. Re.	1,130	
Totals	26,240	
1947	81,134	6,070

(Rest of figures on page 30)

BUCKEYE UNION

means

two strong companies

...strong in their belief in the American Agency System

...strong in prompt settlement of claims

...strong in field service to agents

THE BUCKEYE UNION CASUALTY CO.

Automobile—General Liability—Burglary—Plate Glass
Fidelity and Surety

THE BUCKEYE UNION FIRE INS. CO.

Fire—Allied Lines—Inland Marine

Capital Stock Insurance Companies operating in Ohio,
Indiana, Pennsylvania, Michigan and Kentucky

HOME OFFICES: 515 EAST BROAD STREET, COLUMBUS, OHIO

P. D.
& Coll.
Pema
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Losses
\$ 3.20
3.67
224.12
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Paid
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79
15.79
27.81
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84
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30)

Famous American Homes

Conference House

Scene of a Momentous Meeting

"Good claret, good bread, cold ham, tongues and mutton" were served by Admiral Lord Howe when three Signers of the Declaration of Independence visited him on September 11, 1776. The occasion, however, was not a social meeting, but the first peace conference of the United States, arranged by the British in the hope of ending the Revolution.

The meeting place was the home of the Billopp family on Staten Island in New York harbor. The three Signers whom Congress authorized to hear Admiral Howe's proposition were Benjamin Franklin, John Adams



The three American delegates bear Howe's ultimatum



This old print, showing rear view of the house, is evidence that restoration was highly necessary

and Edward Rutledge. Despite the gravity of the situation, all three committeemen conducted themselves with the utmost good nature and parried Howe's remarks with witty rejoinders which evidently baffled him. When he declared that if America were to fall, "I should feel and lament it like the loss of a brother," Franklin replied with a bow and a smile, "We will use our utmost endeavors to save your lordship that mortification." The admiral completely missed the point.

The conference soon ended, for Admiral Howe's basis for peace was the colonists' abandonment of independence, while the delegates emphatically refused to consider such terms.

Built before 1688, though the exact date is unknown, the Billopp house was old even at the time of the conference. The property was granted in 1676 to Christopher Billopp, captain in the British Navy, and remained in his family's possession for many years.

When the British occupied Staten Island during the Revolution, the house was owned by Colonel Christopher Billopp, the captain's great-grandson, and was being used as a barracks at the time of the peace conference. Suspected of Loyalist sympathies, Billopp was twice taken from his home and temporarily put in irons. On one of these occasions, after watching him through a spyglass from a church steeple in nearby Perth Amboy, a band of patriots rowed

across and took him captive.

Fortunately, the thick fieldstone walls of the Conference House have withstood the ravages of time and mistreatment, and it has been restored through the generosity of various organizations and private donors. It is now owned by New York City and is maintained by the Conference House Association as a memorial to the three committeemen and their re-affirmation of the Declaration of Independence.

★ ★ ★

The Home, through its agents and brokers, is America's leading insurance protector of American Homes and the Homes of American Industry.

☆ THE HOME ☆ Insurance Company

Home Office: 59 Maiden Lane, New York 8, N.Y.

FIRE • AUTOMOBILE • MARINE

The Home Indemnity Company, an affiliate, writes Casualty Insurance, Fidelity & Surety Bonds



Frank W. Martin, Jr.

William B. Martin

**Martin Brothers Agency
Ashtabula, Ohio**

"Our greatest money maker during the fifteen years we have operated an agency has been the Aetna Plan of Risk and Insurance Analysis, supplemented recently by Plandex. Certainly the insurance business offers nothing to compare with them as agency builders.

"In addition to countless Commercial and Personal Aetna Plans, we have made 50 Plandex, and there has never been a single instance where they failed to produce a worthwhile volume of new business. We honestly feel that about 1500 Plandex can be profitably made in our community.

"Our agency has enjoyed steady, profitable growth because of our acceptance of the Aetna Plan idea, and we know it will continue to grow for the same reason."

*Frank W. Martin, Jr.
William B. Martin*

ÆTNA CASUALTY AND SURETY COMPANY



**AFFILIATED COMPANIES: ÆTNA LIFE INSURANCE COMPANY
AUTOMOBILE INSURANCE COMPANY STANDARD FIRE INSURANCE COMPANY
HARTFORD 15, CONNECTICUT**





The **NATIONAL UNDERWRITER**



AGENCY SERVICE *Vs.* RATE COMPETITION

The insurance industry is passing through a period which is testing the soundness of established methods and practices. Particular strain is being put on the American Agency System.

The rate of Agents' commissions is under attack from several quarters. One threat comes from the attempt to meet rate competition which is again appearing in some lines.

The Western adheres to the policy of writing selected risks at lowest rates consistent with dependable insurance, but it considers the **SERVICE** of the Local Agent as the priceless ingredient which distinguishes sound stock company insurance from the non-agency variety.

The Western is interested in appointing competent Agents who will give better service rather than offer cheap insurance at the sacrifice of time-tested methods.

**The Western Casualty and Surety Company
The Western Fire Insurance Company**

RAY B. DUBOC, President



F. C. GORDON, Secretary

Home Office — Fort Scott, Kansas

AUTOMOBILE AND AVIATION NUMBER

FRIDAY, MAY 13, 1949

NATION-WIDE
MULTIPLE LINE INSURERS—
CONDUCTING THEIR BUSINESS
ONLY THROUGH ACCREDITED
AGENTS AND BROKERS—
THE KIND OF COMPANIES
ACCREDITED AGENTS AND BROKERS
LIKE TO DO BUSINESS WITH

AMERICAN
INSURANCE



ASSOCIATED
COMPANIES

AMERICAN AUTOMOBILE
INSURANCE COMPANY
SAINT LOUIS

ASSOCIATED INDEMNITY
CORPORATION
SAN FRANCISCO

S. A.
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INFLU

Manage

When the 1947 enactment of the insurance law, the liability companies were to be set up a development. To come, can we always our importance of perhaps over the interest in the on the enactment beat the old law 15.

The New York effective January 1, 1931, in many states. The insurance companies or casualty companies of the automobile of the New York state that up to the time of the Appleton ruling, no one entering New York state unless they had insurance in other states. The insurance companies permitted in New York laws. The time the law was in effect between

Running M

Until Jan. 1, 1983, an insurer could not combine business and personal coverage and organize a "family unit" to enter into a dependent contract. This would be the case if a company had a fire insurance policy to be able to insure a mobile insurance company would coverages, but carry the automobile medical payments type of coverage and collision and coverages, although a company to carry a casualty contract and damage liability insurance business applications and public who would their policies. Two companies on an object to mobile.

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INFLUENCE OF COMBINED POLICY ON AUTOMOBILE BUSINESS

Savings in Detail That Are Likely

By J. M. BUGBEE

Manager, Automobile Department
Maryland Casualty

When the New York legislature in 1947 enacted an amendment to the insurance laws, permitting fire and casualty companies to write complete coverage motor vehicle insurance, it opened up a development which, in the years to come, can cause many changes in the ways our business is handled. The importance of this amendment was perhaps overlooked because at that time interest in legislation was largely focused on the enactment of state rating laws to beat the dead-line imposed by public law 15.

The New York amendment became effective Jan. 1, 1948. It was not unique; many states already permitted an insurance company chartered either as a fire or casualty company to write complete automobile coverage. The significance of the New York action, however, was that up to that time the long-standing Appleton rule prevented companies from entering New York to transact business, unless they confined their operations in other states to the same kinds of insurance permitted them under the New York laws. In New York up to that time the law required a clear-cut separation between fire and casualty lines.

Running Mate Companies

Until Jan. 1, 1948, it was necessary for an insurer doing a country-wide business and yet desiring to write complete coverage automobile insurance to organize a "running mate" company or enter into an agreement with an independent company whose charter powers would be supplementary. A casualty company had to organize or agree with a fire insurance company and vice versa to be able to issue a combination automobile insurance contract. The fire company would carry the fire and theft coverages, the casualty company would carry the automobile bodily injury and medical payments coverages, and either type of company could write the collision and property damage liability coverages, although the logical and customary arrangement was for the fire company to carry the collision and the casualty company to carry the property damage liability lines. We in the insurance business have accepted these complications although those of the insuring public who take the trouble to look at their policies must wonder why it takes two companies to write the insurance on an object as commonplace as an automobile.

Since January, 1948, it has been possible for a company with either a casualty or fire insurance charter to write the complete automobile coverage everywhere in the United States, except Pennsylvania, and in Canada. The Pennsylvania legislature at its current session enacted a multiple line law, and this has been signed. Of even greater interest but beyond the scope of this article is the fact that the New York legislature, after taking the first step toward multiple line underwriting two years ago, has now at its current session

gone practically the whole way and eliminated the barriers which have heretofore separated the fire and casualty companies. Before the present companies can invade each other's field completely, we must await further legislative action in some states. Meanwhile, all-in-one automobile insurance is with us.

Rating Procedure Coordination

The commissioners' all industry rating laws place the regulation of all kinds of automobile insurance in the casualty and surety rating laws. In the states which have adopted this type of rate regulation, and they are numerous, it is logical to expect that as time goes on there will be closer coordination of rating procedures in both theory and practice. Under rate regulation, it is going to be difficult to explain, for example why the physical damage manual defines Columbus, O., territory as the entire county in which Columbus is situated, while the automobile casualty manual defines Columbus territory as the entire city and all territory within five miles of the city limits. In Maryland, the entire state is treated as one rating territory in the physical damage manual, while the casualty manual recognizes five territories, with such diverse characteristics as the city of Baltimore, its suburban area, the suburban territory adjacent to the District of Columbia, the medium sized cities of Cumberland and Hagerstown, and the remainder of state territory. Unification of the territorial definitions will require much thought and discussion, but the end result must be a simplification which will save time and expense in the rating of risks.

The rating laws generally give companies the privilege of making rate filings independently or in association with other companies through licensed rating organizations. As far as stock companies are concerned, most of them are members or subscribers of the National Automobile Underwriters Assn., for the purpose of developing rules and rates for automobile physical damage coverages. In the casualty side of the business, the National Bureau of Casualty Underwriters is the leading rate making organization. Under the older law, the

fire companies joined the N.A.U.A., and the casualty companies belonged to the National Bureau. Now, in order to write complete automobile coverage the companies which believe strongly in the benefits of making rates on the broadest possible volume of experience will become affiliated with both of these rating organizations. It must be left to the future to decide whether these two organizations will continue to develop along parallel lines or will converge.

CROSS FERTILIZATION

Automobile casualty underwriters are pretty well sold on the use of classification plans for private passenger automobiles. The exposures do vary, not only according to the number of miles traveled annually, but also by the driving habits which are influenced by the age of the driver, and the use of the car for personal and family purposes or business. None of the underwriters claims that the present plans are perfect, but they are agreed that the present plans are better than no classification plan at all. If these plans work on the automobile liability coverages, why should they not apply also to the collision coverage? As the multiple line underwriting of automobile business increases, we may expect a closer coordination of rate making theory.

In a few states we had detailed automobile casualty rate regulation for years before the Southeastern Underwriters Association decision and public law 15. In the beginning in those states, regulation was carried to such an extent that stamping offices were created and copies of daily reports, endorsements and riders, and even cancellation notices had to clear through the stamping office.

Questionable Extra Work

The value of this extra work seems questionable to the casualty companies. While good stamping will catch up the honest mistakes and unintentional errors, they are usually caught up in the field or in the home office anyway, and no amount of policing can prevent the deliberate intentional violations. Therefore, in the casualty automobile field, the local rating bureaus confine their review of business to the fleets and other rated risks. It is still the practice in some of these states to run the automobile physical damage business through stamping offices. One explanation is that the companies may find it more economical to have rates checked by one central stamping office instead of in the home offices. This seems unnecessary from the casualty companies' set-up, because a great many of the policies are issued by branch offices or supervising general agents who are so familiar with the manual rates and rules that not enough mistakes are made to justify the extra stamping operation. In the further coordination of the two branches of the automobile business, this is another spot where we can make a saving.

In the past two or three years several of the largest company groups, while maintaining a separation of their general fire and casualty underwriting de-

partments, have nevertheless combined their automobile underwriting departments into a single unit, even though they may have made it necessary for the underwriter to determine in each case which company letterhead he is to use, depending upon the subject matter in his letter. Now under the company's multiple line power, another little detail can be dropped.

Delayed by Lack of Capacity

As far as the writer knows, none of the fire companies operating without a casualty-chartered running mate has as yet taken advantage of the change in the New York law to commence writing the third-party liability lines. Very likely the most compelling reason for this delay during 1948 was the lack of capacity to handle additional premium volume. The same problem of volume, no doubt, held a number of casualty companies from attempting to embark on the underwriting of physical damage lines. Even though the question of capacity has now been licked, there is a problem of claim handling.

Because the third-party liability claims may remain pending for a number of years and because defense of these claims requires expert legal knowledge and continuous review, it is generally accepted that the automobile and general liability insurers must maintain their own claim organizations. The large casualty companies have built up their claim departments over a period of years, with home office and field staffs, whose payrolls form the largest single element in the expense part of the premium dollar next to commissions. We believe it will be easier for the casualty companies with these existing claim organizations to handle automobile fire, theft and collision losses than it would be for the fire companies to develop their present loss departments so as to take over third-party claim handling.

The principal usefulness of multiple line underwriting in the automobile field will come from the use of the combination automobile policy on the individual private passenger automobile and on the small commercial risks, ranging from the single car to perhaps 25 or 50 units. The greatest benefit will be on the single car policies, which constitute at least 95% of all automobile policies.

Largest Losses Are Casualty

As far as the individual policyholder is concerned, he wants the broadest possible protection against the largest hazards to which he is exposed and he

(CONTINUED ON PAGE 14)

40 Years for First
Billion; Three
Years for Second

While it took some 40 years for automobile insurance to reach the \$1 billion annual premium mark, the second billion level which was attained last year, was added in just three years.

FIVE YEAR AUTOMOBILE INSURANCE EXPERIENCE EXHIBIT

	1948					1947					1946					1945					1944				
	Net Pmts. \$	% of Total	Increase in Pmts. \$	% Increase	Losses Paid \$	Loss Ratio %	Net Pmts. \$	% of Loss Total Ratio %			Net Pmts. \$	% of Loss Total Ratio %				Net Pmts. \$	% of Loss Total Ratio %				Net Pmts. \$	% of Loss Total Ratio %			
Stock Cas. & Full Cover.	950,909,304	45.6	175,763,734	22.6	385,211,293	40.5	775,145,570	46.1	40.6		566,565,894	47.6	43.6			387,456,887	48	42.5			337,857,713	49.1	40.5		
Stock Fire	534,894,846	25.6	104,616,003	24.3	201,611,960	37.6	430,278,843	25.7	39.2		265,890,669	22.4	50.4			171,410,403	21.2	57.1			142,708,112	20.9	54.5		
Mutuals	468,636,875	22.4	83,135,347	21.5	182,487,551	39.0	385,501,528	22.3	40.7		285,791,933	23.9	44.7			194,534,719	24.0	41.7			159,027,482	23.5	39.9		
Reciprocal Lloyds	133,737,930	6.4	33,194,702	33.0	47,851,785	35.8	100,543,228	5.9	39.9		74,541,046	6.1	51.9			54,768,967	6.8	48.2			44,511,853	6.5	43.8		
Total	2,088,178,955	100	396,709,786	23.4	817,162,589	39.1	1,692,469,169	100	40.2		1,192,789,542	100	46.0			808,170,976	100	45.8			684,105,161	100	43.3		

Airline Trip Policy Is Growing Up

Machine Sales Are Large, Convenience Is Big Feature

A young business that is growing up and having an interesting if somewhat expensive time doing so is the 25 cent airline trip accident insurance retailed by automatic vending machines in the principal air terminals of the country. Back in 1938, the airlines sought an insurance market for a trip policy similar to what had been sold at railway ticket windows for many years. The airlines wanted to offer a similar coverage to their customers. After negotiation, an arrangement was worked out with Associated Aviation Underwriters.

As W. M. Churchill of Associated points out, at first it was placed over the counter at airline ticket offices. Then Associated developed its automatic vending machine. Today there are 186 of them over the country, including all but four of the 64 airports that the Civil Aeronautics Board states develop 82.9% of scheduled airline passenger traffic. The exceptions are Boston and Salt Lake, where state legislation is needed to permit the policies, Providence, R. I., which is remodeling its port, and Montreal where Associated hopes eventually to have an Insurograph installed.

1947 Was a Bad Year

Experience on the quarter contracts has not been good, yet with the exception of 1947, it has been reasonable, and it was only in that year that the coverage showed a loss. But 1947 was, like the blizzard of 1888, a year that those in the aviation business will remember to tell their grandchildren. It will take several good years to offset the losses in that year. But then that was a bad year for all aviation lines and airline traffic as well.

It takes a lot of quarters to pay for \$100,000 worth of losses, but the income from the quarters inserted in Insurographs has mounted into the hundreds of thousands of dollars per year. Trip accident business dropped to almost nothing in the war, but there has been a steady increase in volume as more and more persons learned about the coverage and the easy and convenient way it can be purchased.

Associated Aviation gets considerably more premium volume by way of the machines than it did when airline employees were selling the coverage over the counter. A characteristic of the business is that when one air traveler in an airline ticket office buys a policy, others in there are apt to follow his lead. This is one reason the airlines did not like to handle sales of the policies over the counter. If the first man in line asked for one many others in the line also did, and as a result the flight might be delayed.

Airlines Pleased with Service

The airlines handled the business without remuneration, simply to provide customers with the additional service. They still handle some business over the counter, that which involves trips outside the continental United States and beyond 150 miles into Canada, and also where there is no Insurograph in the ticket office.

Neither from the machines nor where they sell "by hand" do the airlines get a money return. They regard the coverage as part of the ticketing operation, and they are delighted it is being offered, particularly since the Insurograph enables their employees to devote their attention entirely to the sale of transportation.

CHARACTERISTICS

Some of the characteristics of the business are interesting. For example, business improves when the weather is bad, or when there has been an accident. In general the volume of quarters par-

allels the rise and fall in scheduled airline passenger traffic. However, since the war it has consistently been a little higher than the traffic curve. This means, Mr. Churchill believes, that the business is gradually building up. It is likely that once an airline traveler buys a trip accident policy he becomes a steady customer on subsequent trips.

People say, "What is the use of buying a policy and sticking it in your pocket. Who would know you had it, if there were an accident?" The underwriters are proud of their claim payment system. Payment doesn't depend on whether the original copy of the policy is mailed to the beneficiary.

When there is an accident Associated Aviation promptly determines what policies were involved by checking the airline manifest to find out the name and city of origin of each passenger, if there were any passengers from connecting airlines and where they originated and if on round trip or one way ticket, and date.

A carbon copy of the policy stays in the machine after the traveler fills out and removes his copy. Each machine holds about 2,000 policies. If a machine is active it may be serviced every day or two; if very inactive, perhaps once or twice a month, but in any event at least once a month. Thus it is possible that carbons of the policies may be in the home office when an accident occurs and can be checked there. Associated does not stop here, however. It checks back to the point of origin of the passengers. In almost every accident it has been able to pay off or start the payment process before the claimant knew there was insurance or before a claim was made.

4,000,000 Feet of Paper

In 1948 Associated used approximately four million feet of paper to supply the Insurographs with policies, Mr. Churchill estimates. This would include some reserve supplies not actually used during the year, and other paper used in connection with the business of the 25 cent policy.

Interestingly enough many persons feel embarrassed at asking for insurance. Apparently they believe that this implies that they are scared to go up in an airplane; at least they are nervous

enough about the trip to buy insurance. They can buy insurance from the machine without this embarrassment. Also, a traveler may want to name a beneficiary other than a member of his own family and would hesitate to do so by asking for it. He doesn't have to tell anyone when he buys from the machine.

Average Sale Is \$10,000

Associated doesn't sell too many \$25,000 policies because an individual seldom has five quarters in his pocket at the time he is catching the bus to the airport or waiting for his flight at the airport (most machines are located at airports) and he won't bother to go pick them up. The countrywide average is between 52 and 53 cents per air traveler who buys trip accident insurance, or slightly more than \$10,000 of protection.

The trip accident does not, Mr. Churchill believes, reduce other accident business—12-month accident policies, for example—handled by Associated. It may be that sale of more permanent insurance cuts down slightly on the purchase of trip accident policies. Actually, the trip accident premiums are "plus" business that would not be secured in any other way. It picks up additional quarters for insurance that probably would not otherwise find their way into insurance.

METHOD: ADVANTAGES

Selling the policies by machine is not a cheap way of retailing them, Mr. Churchill said. It is costly. But it is convenient and efficient. The airlines are highly pleased and the public likes it. Use of the machines has increased the cost to Associated of placing the business. Previously when airline employees did the work, much of the cost was borne by the airlines. Though the airlines did not especially object to the handling cost, they did to the congestion at the ticket counters where their main job is to sell transportation.

At first the agents were apprehensive that this was an opening wedge for the dispensing of insurance by machine. Now they have recognized the value of the service and appreciate it. It is doubt-

ful whether the business would be sold if agents had to go to the airport or hang around the ticket office to place this kind of policy at 25 cents a copy. True, some agents still feel it is bad precedent, that it could be used as a springboard for the sale of other business by machine, but the more thoughtful ones do not think so because the line itself is one of the very few if not the only one that lends itself to this kind of retailing.

25 Cent Charge Permanent

It is doubtful if the 25 cent price will ever be increased, because it now matches the price for similar coverage for railroad travel although providing greater coverage. There could be changes in the conditions and coverages of the contract, but not in the price. Changes so far all have been in the direction of broadening protection. The extension to cover a round trip completed within 30 days (if an airline round trip ticket is purchased) has probably reduced the amount of premium because many of those who purchase the travel accident policy one way would undoubtedly purchase it for the return. This extension also has produced some claims the underwriters would not otherwise have had. For comparison purposes the railroad policy only covers for 24 to 30 hours for 25 cents.

Those at Associated are confident that sales will gradually increase as airline traffic increases, although the rate of increase may slow as the safety experience as the airlines gets better, as it is doing year by year.

As it has done from the start, Associated writes the policy in one company (Fidelity & Casualty). One reason is that more than one company would be apt to confuse the buyer. Also, Associated then could not control the maximum, \$25,000, purchased by the individual traveler at the 25 cent per \$5,000 rate. That is important.

The policy covers scheduled airlines only.

UNDERINSURED

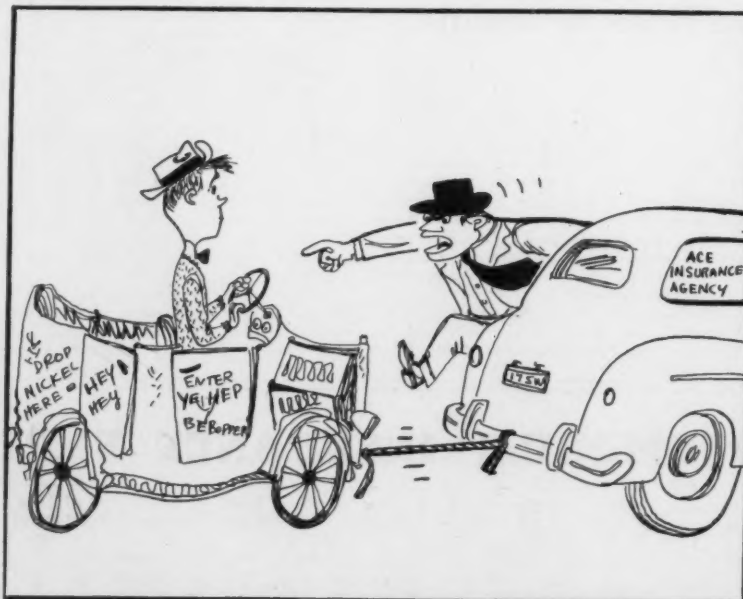
The tide of huge bodily injury cases probably has reached its peak. Insurers report slightly more favorable results from juries. Some observers also believe that property damage is improving slightly and may do so more because competitive bidding has returned to the repair field.

The purchase of higher B.I. and P.D. limits was quite marked from 1940 to 1948. However, although there are perhaps fewer cases today that represent substantial underinsurance, there still are a great many.

In one case a business firm carried \$20,000/\$40,000 and there was a judgment of \$108,000. The verdict involving one injured was for \$100,000 and the other verdict was for \$10,000. Since the limit of the company was \$20,000 for each person injured, it paid only \$30,000. This was a large corporation, and it is unusual to find such firms underinsured. The coverage was for non-ownership. The corporation assumed that the person operating the car was an independent contractor, but the court held otherwise. The "independent contractor" had no primary policy.

Fidelity & Deposit has moved its Kansas City office from the Fidelity building across the street to the Union National Bank building. This is the completely remodeled Keltin & Perry building. It is now one of the most modern structures in the city.

The Harold A. Bowdoin agency of Massachusetts Protective and Paul Revere Life has moved to larger quarters at 717 Fenobscot building, Detroit.



"FOR THE LAST TIME — STOP FOLLOWING ME!
---WE CAN'T SELL YOU AUTO INSURANCE
---AND THAT'S FINAL!"

Pla Ne

Richard H. court of com- sents an int- verdicts in a can Bar Ass- more than two- cases were in the average a motor vehicle with fluctuat- and that in 8- which he was accorded with One part of causes tried common law b- diction in Es- The study was- tor vehicle m- cluded all cas- gence causes o- to eliminate th- factors as pos- the bulk of co- county circuit- by from four t- stantly are r- cases.

Plaintiff Wins

Of the 3,330 found that 2,38- off and 944- jury favored the time and There was a ratio of plain- number of v- ranged from 9- for defendants- tiffs and 49% Most of the ti- substantially r- the plaintiff. Judge Hart- does not need For, before t- tuted by the- be convinced t- a verdict for- will not put u- funds for co- penses. Of co- suits begun, t- brought to tri-

Probabilities

While some- per chance eve- on a continge- really expect- their nuisance- is not so on th- run. Hence- dits in favor- forms to the- themselves, as- ney, when he v- as possible bef- his client's mo- On the othe- states, in the- hicle cases, th- ducted by the- these compani- experience, the- elements in m- This would te- tor of selection- plaintiff as to- take into court- Over the co- thousands of- cases, verdicts- most three tim- defendant. In-

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Plaintiff Wins 72% of Automobile Negligence Cases, Judge Finds

Richard Hartshorne, judge of the court of common pleas, Newark, presents an interesting analysis of jury verdicts in a recent issue of the American Bar Assn. "Journal." He found more than two-thirds of verdicts in civil cases were in favor of plaintiffs; that the average amount of jury awards in motor vehicle negligence cases varies with fluctuating economic conditions, and that in 85% of those civil cases in which he was the judge, the jury verdict accorded with his own evaluation.

One part of his study covers civil causes tried by the judges in the common law courts of unlimited civil jurisdiction in Essex county for 20 years. The study was confined entirely to motor vehicle negligence cases and excluded all cases on contract and negligence causes of other character, in order to eliminate the effect of as many casual factors as possible. He points out that the bulk of causes tried in the Essex county circuit and common pleas courts by from four to eight judges sitting constantly are motor vehicle negligence cases.

Plaintiff Wins 72% of Time

Of the 3,330 jury verdicts analyzed, he found that 2,386 were rendered for plaintiff and 944 for defendant. Thus the jury favored the moving party 72% of the time and the defending party 28%.

There was a definite fluctuation in this ratio of plaintiff vs. defendant as to number of victories. The fluctuation ranged from 92% for plaintiffs and 8% for defendants in 1936 to 51% for plaintiffs and 49% for defendants in 1940. Most of the time, however, the verdicts substantially preponderated in favor of the plaintiff.

Judge Hartshorne believes that this does not necessarily indicate injustice. For, before the average suit is instituted by the average attorney, he must be convinced that it is likely to result in a verdict for the plaintiff. Otherwise he will not put up either his or his client's funds for court and other trial expenses. Of course, there are many strike suits begun, though a lesser number are brought to trial.

Probabilities of Suits

While some attorneys will initiate or perchance even start the trial of suits on a contingency (which they do not really expect to win) simply to collect their nuisance value in settlement, this is not so on the average and in the long run. Hence this general trend of verdicts in favor of plaintiff somewhat conforms to the probabilities of the cases themselves, as they appear to the attorney, when he weighs them as impartially as possible before expending his own or his client's money in starting litigation. On the other hand, Judge Hartshorne states, in the bulk of these motor vehicle cases, the defense is being conducted by the insurance company. Since these companies have considerable trial experience, they are likely to offer settlements in most good plaintiff cases. This would tend to counteract the factor of selection by the attorney for the plaintiff as to the kind of case he will take into court.

Over the course of 20 years, covering thousands of motor vehicle negligence cases, verdicts for plaintiff resulted almost three times as often as verdicts for defendant. In recent years this proportion has been much reduced. The question remains whether there is an economic cause for this variation. Is there a reflection of variations in the cost of living, the price index, or the converse, the purchasing power of the dollar?

There was a gradual decrease in the proportion of plaintiff verdicts to those



"WELL, WE WON! - BY THE WAY, HERE'S OUR BILL FOR \$1700 - ATTORNEY'S FEES, YOU KNOW."

for defendant from 1927 through 1935. In 1936 there was a sudden rise in this same proportion, and thereafter a further decline, practically to date. In the cost of living there was a similar decline from 1927 to 1933, thereafter there was a gradual rise for four years through 1937, and a more or less static period therefrom to 1940, with a rise thereafter to date.

This statistical analysis has, however, demonstrated another interesting trend, Judge Hartshorne explains. In addition to the fluctuation of these verdicts, as between the two parties, a fluctuation exists in the size of verdicts rendered for plaintiff.

Big Change in 1946-47

The sharpest change in the average of plaintiff verdicts is noted during 1946-47, when in normally belated response to the recent rise in the cost of living and the decrease in the value of the dollar, the average verdicts for plaintiff soared to unprecedented heights. Barring this development, these verdicts range from an average of \$3,248 in 1934 to an average of less than half that amount, \$1,562 in 1938. In addition, these verdicts individually fluctuate greatly, ranging from \$93,400 in some cases to the nominal verdict of six cents in others, the average verdict for the plaintiff for these years being approximately \$2,200. But the interesting point is the wide fluctuation in the yearly average of the amount of the verdicts over the 20 years.

In 1937 and 1939 the relatively sudden upward curves in the generally downward trend are due to certain unusually large verdicts, which, because of the lesser number of verdicts rendered in those years, unduly influenced the yearly average. The net result is that, with minor variations, there was a gradual rise in the size of plaintiff verdicts from the average \$2,000 in 1927 through 1934 when the maximum average of \$3,248 was reached. Thereafter there was an equally gradual decline through 1938 when the minimum average of \$1,562 was reached. The decline continued substantially until 1946; then there appeared a belated response to the rising cost of living.

The sudden rise in 1928 is doubtless because the country then was approaching the break in its false prosperity so that money appeared cheap and was readily distributed by juries and others as well. The sudden drop in 1929 was caused even more clearly by the great financial collapse, which affected practically the entire population.

It was not until 1942 that the results of war production began to reach the public in the form of wages. This increase in wages was particularly noticeable in New Jersey, which, despite its relatively small size, was from the very beginning one of the four leading states in war production and federal expenditures therefor. Increased war wages were especially widespread in northern New Jersey, its greatest center of war production, where the courts and juries whose verdicts were the subject of Judge Hartshorne's study are located. Clearly, therefore, the rapid increase in wages in the first six months of 1942 may definitely be considered to have been a cause of the sudden rise in the size of the average jury verdict for plaintiff during that period.

Economics Eliminated as Cause

Since the average size of plaintiff verdicts gradually rises from 1927 through 1934, the very time when the cost of living and price index are dropping, and since the verdict average generally drops thereafter, while a slight rise then appears in the cost of living and price index, these general economic situations are eliminated as a cause. That this fluctuation cannot be due to pure chance is evident from the fact that we are not dealing with a single casual verdict but with thousands of verdicts over a period of 20 years. What then is the possible cause?

This first period covers the end of inflation, the crash of 1929 and the somewhat panic stricken years that followed. It was before the public became more philosophic in its acceptance of hard times, and before the relief system began to tide over the emergency. It was a matter of common knowledge to the juries themselves that the bulk of cases were defended by insurance companies, and it would seem

probable that the increase in the verdicts during those depression years was due to what the jury deemed to be the dire necessity of the plaintiffs and the relative lack of hardship of heavy verdicts upon the insurance companies.

Public Realizes It Pays

On the other hand, from 1934 to date, the public has become more and more educated to insuring its own motor vehicles and to the consequent fact that heavy plaintiff verdicts are reflected in heavy insurance premiums paid by the public, including the members of the jury themselves. This, added to the fact that relief had by that time largely been cared for the emergencies of the public would seem to offer a probable cause for the general decrease in the average size of plaintiff verdicts from 1934 through 1941.

In applying the law of averages to the results of the jury system, Judge Hartshorne reached the conclusion that the jury in most cases renders "realistic justice." This is in both civil and criminal cases, on the basis of cases he himself handled in 13 years, when he received verdicts from juries in 523 cases, 253 civil and 270 criminal. Almost all civil actions in lower and upper courts are tried to a jury, he points out, and a heavy proportion of such cases are automobile accident cases, to which he confines the statistics with respect to how the jury's verdict accorded with his own. Of the total 523 cases, he considered the verdict correct in 437 and questionable in 68. In 18 of the more than 500 cases the decision was so close that he did not feel it fair to find the jury's verdict wrong.

Score: Judge vs. Jury

On the civil side, of 253 verdicts received, Judge Hartshorne had serious question with but 38. In 17 of them he believed that the verdict for the defendant should probably have been for the plaintiff, and in 21 others he thought the verdict for the plaintiff should probably have been otherwise.

He notes that in certain of these questionable verdicts for the plaintiff some were considered erroneous because the amount of damages was substantially out of line, while on others it was obvious that the verdict had been the result of a compromise. He states that in passing private judgment upon the civil verdicts, he was even stricter than the jury. If the variance between what he thought was correct and what the jury awarded was substantial, he noted the verdict as incorrect, even though this difference was not sufficiently substantial to be the basis for a new trial under the rule of unreasonableness.

Mathematically, he felt the jury's verdict to be unquestionably right on the civil side in 85% of the cases.

He states that doubtless this "batting average" will surprise many of the most outspoken critics of the jury system, but that the statistics, gathered over a considerable period of time, cannot furnish an entirely satisfactory criterion for evaluating the correctness of jury verdicts as a whole.

Traffic Engineering Award

Assn. of Casualty & Surety Executives has established a \$100 annual award for the best example of a traffic engineering project that has effectively reduced accidents or congestion. The announcement has been mailed to the country's traffic officials, members of Institute of Traffic Engineers and other groups. The winner will be announced each Feb. 1.

MARSHALS CONTRA ARGUMENTS

Idea of Insuring the Driver Has Been Tried, Found Unsuccessful

Many of the serious criticisms of writing automobile liability insurance on the car operator were set out by William H. Brewster, manager of the automobile department of the National Bureau of Casualty Underwriters, at a recent hearing in Concord, N. H. This was on the bill that would require the car operator to show evidence of insurance before securing a license from the motor vehicle department.

The idea has been investigated thoroughly on several occasions in the past, and as far back as 1915 coverage was afforded on the operator basis for the owner with separate additional premium charges for each additional operator. This plan was abandoned as unworkable because of the complication of policies, endorsements, and premium charges.

Law of Agency

There was a much more important reason, however. That was development of the law of agency which makes the principal or car owner responsible for acts of others operating his automobile with his permission. The operator plan was replaced about 1920 by the specified car basis.

In Massachusetts, the only state where during the past 22 years automobile liability insurance has been compulsory, a special commission considered the idea of the insured operator. Among its conclusions were these:

The rates on the operator would have to be fixed in an arbitrary manner, largely by guesswork, and some form of individual merit rating would be necessary. There was no insurance experience for guidance. Also, since the exposure would be very small, individual operators' rates might have to be classified according to operation. To establish a non-discriminatory premium and without sufficient exposure on which to base such a charge, several new classes of operators might have to be created, possibly recognizing mileage or extent of operation and nature of operation. There would be the complication of bus driver, taxi, truck and others, all of whom might require separate classifications. It would be difficult to require operators of cars to confine their driving activities wholly in the class for which they were licensed and insured.

Total Cost Would Be Greater

For the family with one automobile but several operators, the added cost of insuring each member who operated the car would unquestionably exceed the cost of coverage written on the specified car basis. In case of accident, the question of agency would arise, and although the operator of the car would be covered, the principal or master would still be liable for acts of his servants or agents. This would bring about double insurance with an added inducement to ingenious claim makers, to the detriment of car owners. The commission decided that nothing would be gained by experimenting with so complicated a plan.

Under the New Hampshire proposal, every applicant for an operator's or chauffeur's license, whether he owns one or more motor vehicles or none, would be required to purchase a liability policy. The policy would not describe the car but would be on the operator with coverage for operation, maintenance, control, possession or use of a motor vehicle of any type. Coverage for named insured would be excess over any other "valid and collectible insurance," while coverage for any other person would apply only when there is no "valid and collectible insurance."

Such a policy would manifestly create considerable confusion among companies, insured and claimants. Suppose Jones and Smith are single named insured in separate policies insuring their respective cars. Jones uses Smith's car with Smith's permission. Under Jones' policy Jones' insurance is excess over any other "valid and collectible insurance." Under Smith's policy Jones has insurance only if he has "no other valid and collectible insurance."

How should such conflicting clauses be applied and which insurer is liable? Is the "excess" insurance under Jones' policy "other valid and collectible insurance"? What happens when an accident involves a transient non-resident possessing a national standard policy, which contains other pro-rating and excess provisions? How reconcile any of these provisions with the statement in section 8 of the bill that any approved policy may further provide for "pro-rating" the insurance with other "valid and collectible insurance"?

RATING QUESTIONS

There is no experience for developing realistic rates of coverage on an operator basis. The following serious rating questions are presented:

The company would receive only one operator premium regardless of the number of cars owned. Because of the liability of an owner for defective condition, will it be possible for the company insuring the operator to subrogate against the owner for defective condition, direction or control? The rate for the operator who is not an owner would have to vary according to the extent of operation. Definite and different degrees of operation prevail among the following types of risks: Driving of cars for restricted family uses, driving regularly to and from work, the individual operator driving other cars of his employer in business, driving of cars other than private passenger automobiles, such as buses and commercial cars.

If a non-resident operates an automobile registered in New Hampshire he has coverage under the owner's operator's policy but the company would receive no premium for the non-resident's coverage since he would not have a New Hampshire operator's and owner's motor vehicle liability policy as required.

Complicated Classifications

Without any experience the legislation would require a complicated schedule of classifications to reflect varying degrees of exposure and operation by (1) salesmen, (2) cars used in business, (3) cars operated only occasionally by wife of named insured and (4) coverage for owner who is not a licensed operator.

The named insured's coverage would be excess over any other valid and collectible insurance. Only in the case of his operation of a non-owned commercial automobile would he have primary insurance protection under the policy of the owner of the commercial automobile.

In lieu of one standard provisions policy on a private passenger car insuring the owner, his spouse, members of his family, relatives and others using the described car with his permission, the proposed program requires a policy for the owner as operator and owner and another such policy for each other operator of the automobile as operator. In a family with four licensed operators four separate automobile liability poli-

cies would be necessary. The total premium for the entire family would be considerably more than the present single premium for the car.

Gliders and Scootmobiles

Inasmuch as the coverage applies to the operation of any motor vehicle, if a New Hampshire resident registers an auto glider or scootmobile he owns and purchases such a policy, he would be insured at one owner-operator rate for the driving of any automobile. This is quite apparently unfair to the insurer.

If the coverage is to be so broad as to include all motor vehicles, insured has the equivalent of complete liability coverage, including non-owned automobiles and hired cars. Companies cannot be expected to afford such broad coverage at rates less than the present specified car rates since they are entitled to additional premium for the non-owned car exposure and the hired car exposure in addition to premium which is difficult to determine on the operator basis for the operation of owned cars.

SIGNED APPLICATION

Even though an applicant has never had an accident or become subject to the provisions of the New Hampshire financial responsibility law he would be compelled to execute a detailed application blank before requesting insurance from his agent. To be certain he would avoid the possible charge of perjury, he would feel impelled to obtain from the state motor vehicle department his record of accidents for whatever period is contemplated, three, five or 10 years. The transcript of the applicant's driving record furnished by the motor vehicle department might easily call for a nominal charge to the applicant for the service rendered. This would mean added work for the department of motor vehicles. After obtaining evidence of insurance the applicant would then have to submit the evidence of insurance to the department of motor vehicles in addition to complying with the normal procedures of obtaining his operator's license. Why should all automobile operators be made to suffer

The bill against which Mr. Brewster directed the arguments that are covered in the accompanying article, senate bill 55 in the New Hampshire legislature, was referred to the legislative study committee and is not expected to come up until at least two years from now. This means that the issue in New Hampshire has been postponed. However, there is concern among automobile insurance people that additional attempts will be made to put auto insurance on a compulsory basis of this kind in other states. Mr. Brewster's arguments are regarded as fundamental and representative of the attitude of insurers who have to make the rates and handle the business.

compared with the small percentage who become subject to the financial responsibility law due to an accident or conviction?

Instead of going about the problem as proposed by shifting the burden to all New Hampshire owners and operators, and to agents and insurance companies through compulsory insurance, how much simpler, reasonable and beneficial it would be to work out ways and means of simplifying and improving the requirements and procedures under the financial responsibility law.

Complication of Forms

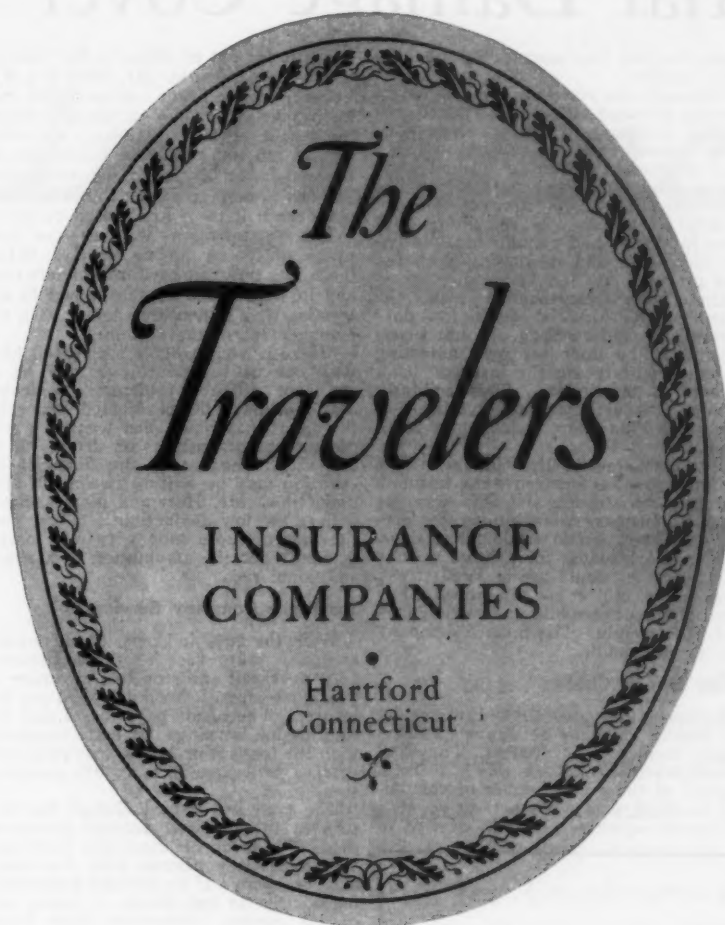
The proposed bill would impose on agents and insurance companies a tremendous increase in the time and effort necessary to complete the insurance transaction. One filing may be necessary under the financial responsibility law upon occurrence of an accident, but under the proposed program as many as four or even more filings would be necessary prior to the issuance of operators' licenses. In one family if there are four licensed operators four certificates must be on file with the department of motor vehicles. If for any reason the family risk shifts from one insurer to another on renewal, four more certificates must be filed and the old ones canceled by the previous carrier.

Agents, in addition to keeping their normal records, would have to complete certificates for the motor vehicle department and, in addition, maintain individual records of policies for applicants and the insurance companies—a tremendous increase in the procedures for accounting, statistics and underwriting records. Each operator's policy would have to be recorded separately, requiring the maintenance of many more individual risk records by agents and companies. If there were a lower rate for a non-owner operator than for an owner-

(CONTINUED ON PAGE 17)



"THERE'S NO ROOM FOR US. POP DOESN'T BELIEVE IN INSURANCE—BUT HE DOES BELIEVE IN BEING PREPARED FOR WHAT MAY HAPPEN ON THE TRIP."



The Travelers was the pioneer in Automobile insurance in 1898 when there were only a few hundred cars operating in the country.

Fifty-one years of service to the motoring public and the progressive, dependable insurance agents of America.

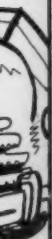
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BE-
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TRIP

Plan of Specialist in Financed Auto Material Damage Cover

The American Plan Corp., formerly American Automobile Risks, Inc., at 16 Liberty Street, New York City, is expanding its operations. It is in the process of developing a national organization of field representatives, eventually hopes to have its own adjustment offices countrywide, and contemplates foreign operations in the immediate future.

The organization was formed in April, 1947, to specialize in insurance for financial institutions—banks, loan companies, finance companies, and self-financing automobile dealers—writing material damage insurance on automobiles exclusively. The company writes accounts producing \$5,000 or more in annual premiums. It has specialized in one contract, the retrospective. In its first full year, 1948, the organization placed more than \$4 million of premiums.

Experienced Personnel

Mark M. Hart, president of the firm, was for several years with Resolute Fire, and has been in the business for 26 years. He helped develop the retrospective contract for handling material damage risks of financial institutions lending money on automobiles. Lothar Sudekun is executive vice-president; H. R. Will, treasurer, and J. F. Dalkin, comptroller. There are seven key men in the organization, representing 160 years of insurance experience. Each is an expert in his field.

American Plan Corp. of New York places its business in American Fidelity Fire. American Plan Corp. of Pennsylvania uses the facilities of the Rhode Island. The corporations are U. S. man-

agers for the two insurers for financed auto business.

Although the retrospective method of writing financed automobile risks is not new, it has come to the fore since 1945. It gets away from the prepaid commission method of acquiring business and places it on a paid-as-earned basis. The American Plan Corp. contract calls for a 20% retention. The remaining 80% goes for losses and commission, the latter increasing and decreasing with the loss ratio.

Under the retrospective plan, the agent of the financial institution does most of the underwriting. In states permitting it, he does his own adjusting and draws drafts on the insurers' bank account to pay the loss. This facilitates prompt loss settlements. Overhead of American Plan Corp. is held to a minimum.

Mr. Hart recalls that in the 1930's commissions on financed auto business had gone up steadily and 55% was not unusual. Insurers were hungry for premiums. They would settle for a small loss on the business for a large volume of money they could use in Wall street. They could still come out ahead. The word of the automobile underwriter carried little weight. The finance company was in the saddle.

Order Out of Chaos

Between 1942 and 1945, insurers let the finance company accounts go. This caused them a lot of distress. They had to refigure their charges, which in itself, because of the great number of customers involved, was quite a task.

The retrospective plan was devised to

bring order out of chaos in the financed automobile business. Mr. Hart is a firm believer in his firm's contract. He said he has yet to cancel an account where the agent was cooperative. Cancellation is no solution but simply passes the headache along to someone else. Those handling an account in most cases can cure it if they go about it properly.

The organization watches the loss ratios of its customers closely. When there is a trend upward, the underwriter and loss man analyze the figures to determine why. Then they confer with the management of the account.

"Here is your trouble," they tell him. Any one of several things may be at the root of the problem. The losses may not have been adjusted properly; the agent may have been writing a preponderance of business on drivers 21 to 25. Or, the agent of the financial institution may be writing two much \$100 deductible. Mr. Hart and his associates believe in low deductibles. They give the insurer more money to pay losses, in return for the assumption of a slight additional risk.

Insurance Company Services

With the 20% it keeps, the insurance company takes care of taxes, licenses, fees, overhead and stop loss coverage to guarantee an 80% breaking point for the insured. The agent pays losses and his commission earnings fluctuate inversely with the loss ratio. A 40% loss ratio (incurred) will give him a 40% commission.

The plan has helped change the picture in the financed account insurance field. The trend of losses has improved. The agent is a partner with the insurance company. If he permits underwriting abuses to run along, it comes out of his pocket. American Plan Corp. stresses the permanency of the arrangement as compared with the old days of the flat prepaid commission style of operation.

The corporation also offers credit life and credit accident and health, written in old Republic Credit Life and Bankers Security Life.

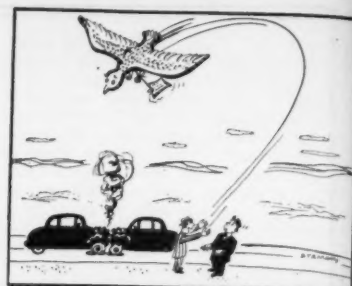
Underwriting

Among the underwriting policies which American Plan Corp. follows is to stay away from unsatisfactory types of insured. occupational classifications, vehicles and territories. For good underwriting experience it adjures against insuring "over-sold cars" or placing comprehensive at actual cash value except on new and one-year models.

Unsatisfactory types of insureds include those with previous insurance loss record, poor personal habits such as alcohol, narcotics, etc.; physical defects; youths, especially those under 21; elderly persons, especially those over 60; those employed long distances from home, and where documents are signed by other than the actual purchaser or borrower. Unsatisfactory occupational classifications include nightclub operations, waiters, waitresses, bar girls and barkeepers; unsatisfactory moral risks such as prostitutes; oil field workers; miners; migratory workers, itinerants and transients of all kinds; salesmen using cars in business because of mileage involved, and those using cars for messenger work.

Unsatisfactory Vehicles

Unsatisfactory types of vehicles include auto homes, buses, coal hauling, cranes, dairy tanks glass lined, drive-aways, drive-it-yourselfs, emergency cars, fleets, floor plan coverages, foreign and obsolete makes and models, garagekeeper's legal liability, (open lot) gasoline or fuel transportation, general



truckers, haulways, hoists, power lawn mowers, logging trucks, long haul trucks, lumber hauling except retail, all cycle vehicles, public vehicles, power shovels, tar spreaders, taxicabs and trench diggers. Unsatisfactory territories include lumbering and mountainous districts, those districts adjacent to oil fields, coal fields, government projects and areas where roads are rough or under construction.

Over-sold Vehicle

An over-sold vehicle is one where the balance due the finance company is more than the fair value of the car.

The business is underwritten closely, and the American Plan Corporation urges agents to check with their credit department, cashier or outside collector to observe when an insured intermittently reports minor accidents obviously his fault, has alcohol on his breath, has a physical defect, that a debtor is a chronic delinquent, and that the vehicle is in bad condition, or when they suspect that ownership of the car may not be as warranted.

Insist on Collision Cover

It writes collision only in connection with comprehensive or fire and theft. The writing of a preponderance of fire and theft only is unsatisfactory from a loss experience standpoint. An unscrupulous assured may report a collision loss under his theft coverage. There have been many instances where insured with only fire and theft coverage yields to the temptation, when involved in a collision accident, to drive his car half a dozen blocks away and report it to the police as stolen. These losses are hard to combat. Hence it is well to get the collision premium.

Adjusters or agents are urged to secure three estimates on every loss, not one or two. This is helpful in reducing losses. The company also recommends securing three bids on salvage.

Suggest Combined Lines Rate Changes

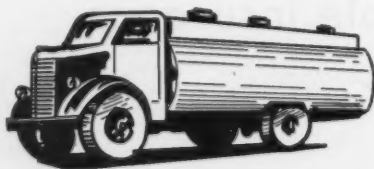
A suggestion has been made that automobile rate changes be filed simultaneously for casualty and material damage coverages. This is regarded as a sound and constructive idea. If it were possible for rate changes affecting automobiles to be made by the various rating bodies at one time in all states where changes are necessary, the rating people would reduce considerably the stirring up of the public. Commissioners would like it better because they feel the need of justifying any upward revision.

The public would not have so much of an impression that rates are always being changed, which is of course erroneous. All of the reasoning behind the rate revisions could come out at one time and much ground each bureau has to cover independently and separately now, could be covered once on both the fire and the casualty side. In Texas this procedure has been followed for years, and in Canada they do it this way.

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Most of the history of Automotive Insurance has been written concurrently with our own—through the past thirty-five years. Continuous activity in this line is the background for *Employers* satisfactory service as Reinsurer, used by scores of exacting underwriters.

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WHAT AGENTS ARE DOING

Competition for Automobile Business Is on Increase

Few agents are yet particularly interested in special effort to develop automobile premiums. The sale of automobile insurance as a means of getting started in the agency business, used effectively before 1945, is not apt to be revived soon. Financial responsibility laws have made automobile coverage almost a necessity, and insurers, though competition is increasing some, still are selective in their acceptances.

Here and there, however, agents have started campaigns or are planning them, to build up or keep even with the automobile account, in face of growing competition.

The following reports from agents reflect current agency attitude toward auto business.

Planning Auto Campaign

Edgar A. Steiner, Steiner agency, New Orleans, doesn't have a specific plan now but is preparing one. The agency has good contacts with automobile dealers there, who frequently favor the agency with insurance on cars they sell. The agency is located on one of the main business thoroughfares in New Orleans, half a block from Canal street, and it has arranged an attractive window display that draws attention. The agency will circularize present policyholders to determine if they are automobile owners. If they are and the agency does not have the auto coverage, it will actively solicit it.

A Vermont agent explains that he has no specific sales plan for automobile production. Howard Kyes of Wilton, Me., says that in the past he has used excise tax records and chattel mortgages to a great extent in checking up new

automobile owners for the purpose of soliciting new business.

A New York agent points out that he is confining his activities to trying to keep from losing what he has to competition. The increase in rates is presenting a real problem because often now the premium runs into three figures and some of the younger drivers are starting to feel it.

The deviation of Allstate in New York creates a problem because drivers 23 or 24 can buy insurance for considerably less than they can through National Bureau of Casualty Underwriters companies. There is quite a difference in the premium charge.

Direct Mail Is Productive

A Connecticut agent recently ran a mail campaign for automobile business and received a very good return, and he has been advertising in the local newspaper for auto business. His automobile business has increased. His best results have come from direct mail.

F. L. Burns of Manchester, N. H., thinks his office is screening automobile applicants more closely than ever, and is turning down as many as it writes. However, it is pushing the bank-agent auto plan. It has good relations with several local banks. The agency completes the application and the chattel mortgage in its own office. It then furnishes the new auto owner with a card that serves as an introduction to the bank. The card carries the agency name. Thus it gets preference on bank developed business.

A Pennsylvania agent finds the automobile business definitely has become more competitive. A number of direct

writing companies have reduced rates in this area. He prefers to push other lines because they seem to be more stable.

Another agent thinks that the automobile dealer is the man to see because if he is sold on the agent he certainly knows who is buying cars and can steer a lot of business to the agency.

"We are running into competition from some of the mutual companies," Martin V. Apy of New Canaan, Conn., reports. They are surprisingly liberal in their underwriting and of course write off manual. His agent's business was built on personal solicitation, and he finds that with the added service he renders he is able to meet any mutual competition so far. He adds that: "We have not as yet had much competition from local agents." He would much like to see the company underwriters become more agency minded.

Tries for High Level Limits

One sound principle that Fred M. Davis, Childs & Co., Lynchburg, Va., follows is to sell policies with level limits for bodily injury liability. This agent believes that every insured should carry \$30,000, \$50,000, preferably \$100,000. It has typed up the bodily injury liability rates for business and non-business use, showing the rate for five, 10, 15, 30, 100 and 200 thousand dollar limits. In a separate column the small extra amount is shown that each higher limit costs as compared with 5/10.

Insured can get 10 times as much protection per person with 50/50 limits, and five times as much per accident, for only about \$4 more than the basic premium, on non-business use. He could carry \$100,000 for 36 cents more than he could carry \$50,000. Mr. Davis also calls attention of prospects to the fact that the state statutory limit on recovery for death by wrongful act applies to death. There is no statutory limit where a person is injured but not killed.

Direct Writers Active

William W. Hatfield of the Hatfield agency at Bridgeport, Conn., reports his agency is having some difficulty with direct writers and semi-direct writers. One favorable factor seems to be that most such companies change personnel frequently and buyers prefer to do business with someone they know will be there when they have a loss. Some direct writers have a severe underwriting practice regarding age, regardless of health.

Robert Burns, head of the Burns agency in Washington, D. C., solicits his business on an account basis. Years ago, he was very successful in using an automobile list prepared by a local direct mail advertising company that showed the cars sold each day. He followed these up by telephone in the evening, attempting to get an appointment and secure the coverage. Undoubtedly in many cities if such a list is published it would be extremely helpful to a producer.

Getting Natural Increase

Lyle H. Gift, Peoria, Ill., writes considerable automobile business and has had a nice increase, much of it coming as a result of recommendations by insured on other lines. There has been an increase in competition which has cost the agency some policies. Some persons believe an automobile policy is just that, that the wording is identical in all, and the service and financial status of the company is the same, one company to another. Consequently, they simply look for the least expensive place to buy the coverage. However, this type of insured is very "fluid," and losing them doesn't make much difference. If the agent didn't lose them this year he would lose them next, since they are going to buy from the cheapest agent they can get a quotation from.

Beaumont, (Tex.) Insurance Women held their "bosses" night, with a dinner at which Miller Walker, member of the legislature, spoke on current legislation. Miss Margaret Stephens, was toastmaster.

Speed Paramount in Claim Work

One company conviction that grew out of the upsurge in loss and claim costs following the war was the necessity of close control of material damage losses and property damage settlements through better trained material damage adjusters and property damage claim men.

Casualty companies recognize that a material damage expert can appraise the real loss involved in a property damage case as it should be analyzed, on the basis of the cost of replacement and repair. Adjustment organizations, independent adjusters and company staff adjusters on the material damage side have gone in for very careful training to bring their staff personnel to a high degree of skill and judgment.

A variation of this theme is to make claim work more efficient and prompt. Ambulance chasers have begun to reappear in some thickly populated centers, reminiscent of conditions that developed in the late 1920s.

Experience of One Office

One office's claim department was found to be behind. In some instances weeks went by after receipt of notice of loss before claim men started working on the case. The number of open cases had greatly increased. The amount of settlements unquestionably was larger because of this delay.

When claim men got to the case, witnesses had disappeared. Under certain circumstances, for example cases involving commercial vehicles, witnesses had turned hostile to the insurer. Evidence of the accident long since had been removed. Often if the claim man is on the job promptly, he can determine what happened by examining broken glass, skid marks, and other evidence that may point to the fact that the company's insured was in his own lane and the other car was not. He can interview witnesses while the facts are fresh in their minds.

Results Impressive

The first step in correcting the matter was to improve the personnel setup, getting more and better men. The office then began to get to cases promptly on notice of loss or claim, perhaps within 12 or 24 hours.

The results were rather impressive. During the first month the program was functioning open cases decreased almost 30% in number. The number of suits decreased. The office is aiming at reducing the number of open cases to half what they were previously.

Settlements were just slightly over 50% of the reserves that had been placed on cases closed in that time. On this evidence, it will be possible, it is believed, to reduce the amount of settlements to an average of about 25% of what they were previously.

Opens Minn. Claim Office

Thomas J. Burke, state agent for Ohio Farmers in Minnesota, has moved his offices to 611 National building, Minneapolis. He has also opened a claim department under supervision of Joseph E. Dixon, adjuster.



"I WONDER IF THIS QUALIFIES ME FOR 'LOSS OF USE' OF MY CAR?"

GOOD AGENCY COMPANIES

Our Automobile Department is well equipped to aid in solving all problems involving Automobile Insurance.

NATIONWIDE FACILITIES



**NATIONAL UNION
and BIRMINGHAM**
FIRE INSURANCE COMPANIES

PITTSBURGH, PENNSYLVANIA

Expert Appraisals Effect Property Damage Savings

Plan Sponsored by Casualty Companies Through Claims Councils

A saving of from 15 to 30% in practically every case of automobile property damage has been effected by the casualty companies where an independent appraisal of the damage has been secured. Of the 42 claims councils over the country, composed of the claims managers of the member companies of the Assn. of Casualty & Surety Companies and the National Assn. of Mutual Casualty Companies, 15 have set up and are using an independent appraiser plan according to Wayne Merrick, manager of the Claims Bureau of the Assn. of Casualty & Surety Companies.

Back in 1945, executives of casualty companies became seriously concerned over the rising costs of automobile property damage settlements, Mr. Merrick recalls. A number of factors were responsible. There were duplicate labor charges by garages, charges for repair parts not supplied and costs added for repairs that did not arise out of the accident. The companies did not always get all they were entitled to from salvage.

A plan was devised of having the casualty claim managers' council select a qualified automotive engineer in its locality, one with an unquestioned reputation for honesty, fairness and reliability. The appraiser sets up in business on an independent basis. He has the assurance that members of the council will refer an adequate volume of automobile damage appraisal work to enable him to earn a suitable income. The

councils exercise general supervision of the methods and fees of the appraiser.

The appraiser inspects the damaged vehicle and compares it with the lowest estimate that already has been obtained for repairs or replacements. He then determines whether the low estimate is realistic. In practically all cases, his estimate is lower than that of the lowest amount figured by a garage. Yet almost every time the repair men agree that his estimate is fair and correct.

The idea has succeeded far beyond the expectations of the companies when they launched the project. The appraiser makes no adjustment. The work is given him by, and he reports directly to, the company which has the claim. Every month or two the appraiser confers with the council. He works on a fee basis, per hour or flat charge.

The appraiser does not represent a particular garage or insurer. His services are available to all insurance companies where he operates, on both material damage and property damage claims. He is used most frequently in cases where one or more estimates have been submitted by garages but no repairs have been made. After inspecting the damage, the appraiser obtains and transmits to his insurer a written guarantee that the garage where the damaged automobile is stored or another reputable garage will make the repairs at the cost estimated by the appraiser. In most cases the garage where the car is stored agrees to do the repair work at his cost estimate. Cost of repairs made after his estimate invariably is lower than the lowest previous estimates of any garage, by from 15 to 30%.

If repairs have been partially or wholly completed before the appraiser makes his inspection, he checks the repair

garage's records on labor used and price of parts replaced. Then he checks the flat rate charges for accuracy and determines the value of betterments on such items as tires and other accessories. It is thus possible to eliminate improper charges which might otherwise have been paid. Where the automobile is damaged beyond repair, the appraiser establishes a fair value for the automobile before the accident, considering its actual condition and equipment, and determines its maximum salvage value on the basis of current market prices.

Valuable in Small Losses

One difficulty faced by the companies is that they seldom can afford to investigate P.D. claims under \$100. The independent appraiser provides a quick and inexpensive estimate of comparatively minor repairs. The specific result has been to save the insurers money. A general effect has been to hold down the cost of estimates. In one locality a check of a substantial total of P.D. claims showed that use of the plan had saved 12%. In another community, more than 20% was saved on a substantial number of estimates. The saving is considerably more, percentage-wise, on estimates of less than \$100. In another, the saving was 17%. Another fact experience has disclosed is that the saving on third party claims generally is higher than on material damage claims.

The independent appraiser plan is now in effect in the following cities: Atlanta, Birmingham, Chicago, Dallas, Denver, Detroit, Houston, Indianapolis, Jacksonville, Fla., Los Angeles, Milwaukee, New Orleans, Oklahoma City, Pittsburgh, St. Louis and Washington, D. C.

Another phase of the property damage-collision problem is the question of liability between insurers. To eliminate any delay in settlement for insured and to resolve the issue more smoothly for insurers, an agreement for arbitration has been evolved. Under this arbitration committees have been established in various cities over the country, the

personnel of which are selected from the local claims councils.

These have been very effective in reducing suits between insurers. Three out of four cases now are settled before arbitration is actually applied. Under the agreement the cases either are settled or arbitrated, the insurers do not resort to the courts.

Of about 1,600 cases countrywide in 1948, approximately 412 went to arbitration. The others were settled prior to that point. In one large center where approximately 350 cases were arbitrated, in 77% of them fire companies were plaintiffs, though the arbitration plan originally was set up primarily for the casualty carriers.

The local arbitration committees are composed of men who do not represent companies involved in the case that is presented for arbitration. The committee member whose company is involved is provided a substitute for that case. The committee may be three or five, and the decision of a majority of committee members at the hearing is final and binding. Subject to arbitration are: Collision subrogation claims involving \$1,000 or less, questions concerning compensation benefits and medical expense borne by the compensation carrier of \$1,000 or less, and claims against a person insured in two or more companies if the companies cannot agree which should appear to defend the case. This is without prejudice as to which company should ultimately stand the loss.

Legal action pending in connection with the case is dismissed before arbitration is started. The arbitration committee does not compromise questions of liability although it may determine equities in the case as to amount of damages. The deductible loss of insured is not subject to arbitration, but practically all of the companies under the agreement have a general policy that if they are losing parties in an arbitration proceeding they will pay a deductible interest of the successful party's insured.



ALLSTATE INSURANCE COMPANY

Home Office • Chicago

COMPLETE AUTOMOBILE COVERAGE

Aviation Volume Levels Off; Luxury Line for Agent

For the foreseeable future the aviation insurance business is going to be a highly specialized field, not too impressive as to total premium income, that will give the average producer little opportunity to get a return on an investment of time. Some agents have done well in the field because they like it and may continue to prosper. In the south and west, where good weather and flat terrain prevails, the private plane business is appreciable.

However, total private plane production was around 34,000 in 1946, 7,500 in 1947, 6,900 in 1948, and (estimated) 5,000 in 1949. The tendency here has been to bigger planes, something that can be used for the entire family. Production is away from the two-seater, except for trainers, thus following the development in the automobile business. Yet a four- or five-passenger plane will cut the market to one-fifth or one-sixth of its present diminished extent because of increased cost, it is estimated. It is a luxury line.

Some Agency Opportunities

There is still opportunity for agents to sell airline accident, although practically all the standard accident policies now provide for coverage of accidents on scheduled airlines. There are 6,100 airports in the country, and this is business that the agent can get, but it is not a big field.

The airlines, with the constantly increasing size of equipment, have imposed larger and larger liabilities, both property and the bodily injury, on the markets. Accommodation requires more than ever pool type markets. There are still individual companies operating in the field, North America, Cravens, Dar-

gan & Co., etc., but not as many as there were and not as competitively.

The aviation insurance market had a pretty good year in 1948, and on the basis of experience so far in 1949, should do reasonably well this year. The underwriting is no longer as liberal, open door as it was several years ago, say directly after the war when the future looked a good deal brighter than it has turned out to be.

The markets have become more selective in underwriting, and it is gradually becoming recognized by airport operators and airplane owners and operators that they have to be both more careful and more efficient. The airports, which formerly were not too careful bookkeepers and tended to be loose in some of their methods, have tightened up. One reason is that under the Veterans Administration training plan, schooling for GIs, accurate reporting of operations was required. Incidentally, the business airports received from the VA training has fallen off. VA has become tough in approving ex-GIs for such courses. The student has to show it will help him in his vocation and it is not simply a hobby.

Industrial Aid Planes

Industrial aid planes still produce a good volume of business. There are approximately 1,000 corporations that use them, scattered over the country. The oil industry is a particularly active user. Their wells are scattered over the country and out of the country, and these corporations use them for pipeline patrol and other purposes. The users are widely diversified, and they include all types of industry. For instance, there are several banks, such as Chase Na-



Above is shown the tangled wreckage of the Eastbound TWA airliner which crashed in an orchard near Van Nuys, Cal., killing seven of 23 passengers and crew. Note the plane seats hanging from the demolished cabin. (Acme photo)

tional and Manufacturers Trust; chemical industries, steel companies, General Motors, etc. Some of these corporations have as many as 12 such planes they keep in use.

The runoff of the business turned loose when Aero Insurance Underwriters closed down gave the remaining markets a shot in the arm. The latter could pick over business turned loose by Aero and choose the most likely looking risks.

For a time after the war, competition from the London market was terrific, but this slackened in 1948. London underwriters still are active competitors, but they have less capacity and are charging higher rates. The result has been to tighten the American market, where the experience had been so bad there was a tightening up anyway.

American Corrective Measures

The American market has been taking its own corrective measures, irrespective of London; when London tightened up on reinsurance, the American market became even tougher.

The underwriters are watching risks very carefully. They are conferring with risks where there is a trend upward in losses. They survey airports, inspect planes. Word of this, program, which seems to be general for the major markets, has got around to those active in aviation, and there has been improvement in operations.

Flying clubs still are bad risks. Everybody's business is nobody's responsibility, and this seems to be the reason for the consistently poor showing of this type of risk over the years.

Bigger and Bigger Ships

Stratocruisers and new Constellations have placed a heavy load on the markets. The Stratocruisers run around \$1,500,000 on hull alone, and with a big passenger load, securing \$75,000 to \$100,000 passenger liability per seat presents a problem on the casualty side. In addition, the operators of these giant planes like to carry \$100,000/\$1 million bodily injury and \$500,000 property damage. That is a considerable amount of insurance. Yet the markets say the business has been placed. Some excess coverage is being purchased in addition to the limits outlined above. The placement takes some pulling and hauling, particularly the hulls. The new Constellations run around \$1,200,000 and present similar difficulties.

The aircraft manufacturers now are getting additional government business, and this creates additional premiums. While the manufacturers don't insure all

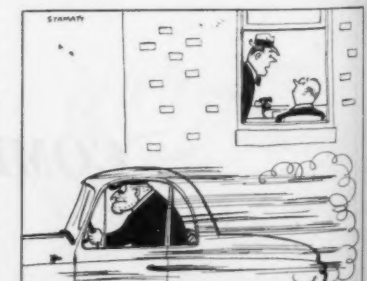
hulls, they do insure some testing, airports, accident, and workmen's compensation. The volume from airlines is about the same as it has been, with possibly slight increase due to the larger equipment. Generally though, this replaces other equipment that was insured so there is not much net increase. There has been a sharp decline from a year or two ago on non-scheduled operations, but these were so much less safe than scheduled airlines that nobody is sorry to lose these premiums.

Observers in the business don't think there will be much increase in the annual premium volume in the aviation field. It'll run around \$30 million to \$35 million—for some time to come.

Auto Dealer Fire

Because of declining used car prices and the decreased demand for new cars some fire companies are worried about the automobile dealer business. However, one executive thinks this business is no more hazardous to write than any other in the auto field. If the business is well managed and has a good history, he doesn't expect the dealer to burn out his stock when cars get difficult to move. A dealer with a C plus rating is too good a business man to burn his merchandise. This insurer's procedure is to require a healthy deposit premium, considerably above the minimum called for by the manual. This tends to offset at once the cost of handling reports.

Jack Sweeney has joined the French & St. Clair brokerage firm of San Francisco as compensation manager. He has been with Pacific Employers.



"I LEFT MY KEYS IN THE CAR. I THINK I'LL RUN OUT AND GET THEM."

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AUTO C Mul Son

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Today every man. Automob package. The

AUTO COVER IN ONE POLICY

Multiple Line Underwriting: Some Effects at Company Level

Approximately four years ago the American Surety group, recognizing the development of the comprehensive idea in coverages, began to study changes this would make necessary or desirable in administration, underwriting and claim-loss handling. The companies recognized, for example, that comprehensive personal liability and automobile insurance (both casualty and material damage) made a natural combination, and that there was duplication of effort in producing this kind of an insurance package. Underlying both coverages is the fundamental protection of insured in case of liability imposed by law.

The companies also recognized that in many instances workmen's compensation, automobile and liability were written on each risk, and they concluded that they would get better results if an underwriter could view its whole experience under all the coverages, rather than processing only part of it. He would have more information and could act with greater certainty, in a way that was totally fair to both insured and company.

Natural Combination of Auto

The combination of physical damage automobile with the automobile casualty fell in with this idea logically and naturally.

In the succeeding four years the companies have effected the change-over. Instead of one underwriter handling compensation and liability, and another automobile, one underwriter now handles all three, just as an agent generally handles all lines for a single insured. The change-over at American Surety means, for one thing, that branch offices no longer need to write to two people at the home office on the same risk.

The result has been greater efficiency, a substantial saving of time and effort. There is one memorandum instead of two. The time is saved that previously was lost when one underwriter conferred with another, by a visit to the other's office, perhaps on another floor, or by lengthy telephone conversations, in order to get a meeting of minds.

Prepared for Premium Rise

One result was that as premium income zoomed, the companies found, as they hoped, that handling lines in this way was partly responsible for enabling them to take aboard the tremendous added business without adding much to the personnel. Actually the home office casualty underwriting department had to put on no additional help, which at the time of the rise in volume, was so difficult to find. Policies were saved by emphasizing the use of the combined automobile policy in a single contract.

To put the new idea into effect, the companies divided the country into three underwriting sections, the east, the central-southern, and the western. At the home office there is an underwriting supervisor for each section.

FULL UNDERWRITING

At the beginning it was necessary to divide up personnel between the three sections so that each section had an expert on compensation-liability and on automobile, and thus get an even distribution of talent. This was because the underwriters had been specialists in the narrower fields previously. Each began to learn the other lines. New underwriting employees were taught all of the casualty lines plus material damage automobile.

Today every underwriter is an all-line man. Automobile is regarded as a single package. The supervising underwriters

do a considerable amount of traveling; they can advise on all problems. Yet it has not been necessary to have two men traveling, only one.

The fact that one responsible department head now reports to executives on all phases of the automobile and casualty business has meant a time saving there. In addition, the main objective has been attained, the executives can see

the picture of each risk more sharply.

It is easier to put into effect new principles and practices because all underwriters have a grasp of the entire insurance line.

The principal objective has been consolidation of efforts but this could not help but reflect itself in a monetary saving.

The underwriters themselves like it;



HEY - HERE'S A HOT ONE. BOYS, 18 TO 25, CAUSE MOST FATAL ACCIDENTS' I'D LIKE TOO SEE ANYONE DRIVE BETTER THAN YOU."

they feel that they are responsible, not for half but for the whole product. There has been more satisfaction delivered to insured.

Thus the companies have geared themselves to write multiple lines. When authority was granted to write automobile in one contract, they were ready.

Single Adjuster Used

One of the company's agents commented that having all automobile in one policy appealed to one of his insured. He had been using the single complete coverage policy for his casualty business because he had always represented American Surety for that line and a fire company policy for the material damage. The insured wanted to know why he couldn't have it all in one, he liked the idea.

One adjuster now handles the whole automobile loss for the American Surety group. Having one instead of two adjusters seems to be a neater way of doing the job and probably appeals to insured. Practically all claims, both physical damage and casualty are handled by one adjuster.

The claim setup parallels underwriting in the home office and branches.

One benefit that should derive from the new approach, although it is difficult to measure, is the beneficial effect on property damage settlements by having the same man handle collision and P.D. One person is in a better position to evaluate the loss. He has a picture of the damages done to each party's property. It is much more pleasant for insured.

Filing Is Simplified

The underwriter used to have two files, now there is one file on the same insured. The speed with which the companies are able to act on a particular risk is much greater where more than one line is involved. The agent and insured gets a speeded up service. It enables the underwriter to review both material damage and liability history. Time saving is the big thing.

Certainly under this scheme, the companies can handle more expeditiously when a line comes under the new rating plan such as plan D. This is a valuable point because these plans are difficult to apply.

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Covering The States Of

DELAWARE, MARYLAND,

WEST VIRGINIA

PROMPT - PRACTICAL - EFFICIENT CLAIMS SERVICE

The **A B C D E's** of Automobile Insurance



What Your Policy—or Policies—Provide

A Bodily Injury

If your automobile injures another person or persons—smashes into another car, strikes a person on foot, knocks a child off a bicycle—you may become legally liable for \$150 or \$15,000 or \$75,889. Your insurance company will pay whatever the amount may



be—if you carry high enough limits. The most the company will pay is expressed as \$10,000/\$20,000, \$25,000/\$50,000, etc. The first amount shown for this item in your policy is the maximum the company will pay if you injure one person, the second amount is the total it will pay if you injure two or more persons in the same accident.

If your wife, son, daughter, or friend is driving with your permission, and your car is involved in an accident, you may be held liable. Your insurance company will defend you and reimburse you.

B Property Damage

Suppose you run into another car and it costs \$350 to fix it up; or hit and break off a telephone pole; or bang into a building and damage it \$2,500 worth. If you are legally liable, the insurance company pays for such damages to the property of other people caused by your car while you (or someone else with your permission) are driving it.

You may be sued, even though you are blameless, and have to defend yourself. That can be very costly. Your insurance company defends that suit. It investigates, negotiates with the other fellow, and settles the claim. You may have an accident while on a trip away from your home town. If so, it is likely you will have to post a bond before the police will release an attachment against your car. Your insurance company pays the premium on such bonds, for attachments up to the amount of the policy. Should you violate a traffic law and need to post a bail bond, the insurance company pays the premium on that bond.

If you are sued and taken to court, a number of expenses such as attorney

and witness fees and court costs could be assessed against you. Your insurance pays for this. If a judgment for damages is awarded to the person suing you, there may be an appeal and the case will drag out for a year or so. If the judgment is upheld, you will owe interest. Your insurance covers this. If you must incur emergency medical and surgical treatment at the time of the accident, the insurance company will reimburse you if the amount is reasonable under the circumstances.

Bail bond premiums; costs of defending a suit; interest on a judgment; emergency treatment—these amounts are paid in addition to the limits shown in the policy under A and B.

You buy A and B insurance as a prospective defendant. Should you become a real defendant in a case involving injury or damages, you have only one chance in three of winning in court.

Under A and B the insurance company promises to reimburse you for



those dollars which you could become legally obligated to pay someone else. Without insurance, the amount could be so great as to ruin you—wipe out your savings, take your home, and, in many states, put a lien on your future pay checks. Court judgments in automobile liability cases (which, it is estimated, make up 95% of the tort cases in the courts) have increased steadily since 1940. Also, your chances of being involved in an accident are at least 25% greater today than 10 years ago. There are 10 million more motor vehicles on the highway. Today you must share the road with 41 million other vehicles. Cars are wider, longer, faster and more powerful.

C Medical Payments

Suppose you are driving when there is an accident and friends, acquaintances or members of your family riding in the car are injured. You will feel relieved if these expenses are paid, as they will be under this part of your automobile insurance, without question of liability. Your friends don't have to sue you to collect. The injured may need a doctor, an ambulance; they may be confined to the hospital for a time



and require the services of a professional nurse. In serious cases, there may be funeral expenses to pay. The amount shown for this insurance applies to each person injured, and you yourself are also insured.

A, B and C apply if you, or your wife, or a member of your household is driving another car and has an accident, subject to certain restrictions. They apply if you acquire a new car or cars and you notify the company in 30 days. They cover an automobile you are using temporarily as substitute.

D Comprehensive

How much money have you tied up in your own automobile? Could you afford to buy a new car if yours is stolen or is destroyed by fire, wind lightning, explosion, flood or collision?

If you have purchased "comprehensive," the insurance company will reimburse you for almost every loss except collision and upset. You are protected for glass breakage, a tree blown across the auto, fire, theft, larceny, robbery or pilferage, explosion, earthquake, windstorm, hail, water (except rain, snow or sleet), flood vandal-



ism, riot or civil commotion, lightning, loss during transportation of the auto on land or water.

If your car is stolen, the company will pay you \$5 a day up to \$150 for renting substitute transportation, including taxis. This begins 72 hours after you notify the company and police, and runs to the date that whereabouts of the stolen auto is learned by you or the company, or until the company settles.

E Collision. Upset

Not every automobile owner buys insurance against collision or upset, but the chances of serious loss through damage to your own car from these two hazards are much greater than from any other. Most owners buy \$50 de-



ductible, which means that the insurance company pays you for that part of your loss over \$50. You pay the first \$50 of loss or all of any loss of \$50 or less.

When you buy an insurance policy, don't stop there. Make it possible (only you can do so) for the insurance to accomplish what it was designed to do.

1. Report promptly any claim or any accident to your insurance man or company.

2. Don't admit it was your fault. This is easy to do but it only makes it much more difficult for the insurance company to defend you. It may not be true. The shock, excitement and confusion of an accident makes it almost impossible to be sure at the time of the accident who was at fault. Leave the question of liability to the insurance company, which, after the accident, is going to take over for you. Remember that your interests and those of your insurance company are identical.

3. Be sure the motor number in the policy is correct. Otherwise, in case of accident, difficulties may arise.

The motorist not have an accident for which mode drives with a s the insurance is an accident he the time lost by the motorist ous accident.

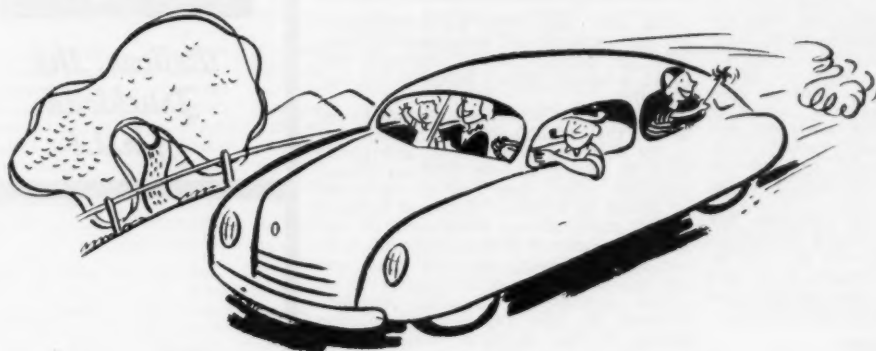
Injuries to d His bill (m room and bo \$203.50. Oper tions, \$37.65. Laboratory, \$ and doctor, \$6

Loss of wag bond put up l \$300 to \$2,000 files of costs to ment awarded reimbursement total, excluding

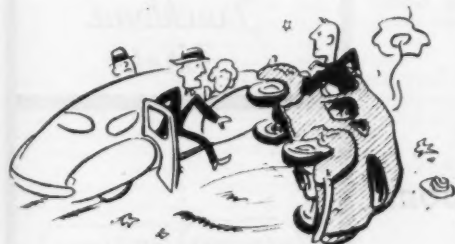
Bills Paid Insurance \$1,595.

Automobile Insurance Is Necessary

... Automobile Accidents Are Not



The motorist who is fully insured and who does not have an accident gets that pleasure out of driving for which modern cars and roads were designed. He drives with a sense of real security because he knows the insurance is there if he needs it. But by avoiding an accident he avoids the pain, the inconvenience and the time lost from pleasure and business, suffered by the motorist who becomes involved in a non-serious accident.



Injuries to driver of other car: fractured femur. His bill (minimum): Ambulance, \$10. Hospital room and board, semi-private 18½ days @ \$11, \$203.50. Operating room, \$40. X-ray, \$47. Medications, \$37.65. Smith Peterson pin, \$10. Infusion, \$2. Laboratory, \$10.25. Doctor, \$225. Total hospital and doctor, \$675.40.

Loss of wages @ \$15 a day for 60 days, \$900. Bail bond put up by you, \$20. Lawyer, in case of suit, \$300 to \$2,000 (figures based on insurance company files of costs to them of defending such suits). Judgment awarded by jury, including jury's estimate of reimbursement for pain and suffering, ??? Grand total, excluding lawyer and judgment, \$1,595.40.

Bills Paid by Insurance—
\$1,595.40

Premium You Paid for bodily injury insurance (Basic Limits)—
\$13 to \$93



BUT—YOU . . .

- Had the frustrating, time consuming, irritating experience of
- Giving up your trip.
- Reporting to the police.
- Conferring with your insurance man or company.
- Arranging for bail bond.



Bills Paid By Insurance for towing, \$10; door panel, \$60.50; straighten frame, \$35.—
\$105.50.

Premium You Paid for \$5,000 property damage insurance—\$11.50 to \$29.50.

BUT—You Had to . . .

- Arrange for release of attachment on car.
- Confer with insurance company representatives.
- Appear in court.
- Disrupt your work schedule.



Bills Paid by Insurance for Your Friends: For Ambulance, \$20 Hospital, \$96 Doctor, \$50.—\$166

Premium You Paid for medical payments insurance (\$2,000)—
\$7 to \$10

BUT—

- Your carelessness caused your friends pain and suffering.
- You will feel the unpleasant obligation of visiting them while they are laid up, in hospital or home.



Bills Paid by Insurance for Fender and grille, \$200 Loss of use, \$25.—
\$225

Premium You Paid for collision insurance (\$50 deductible)—
\$40 to \$80

BUT—You . . .

- Had to use street cars, taxis, drive a strange car.
- Had to stand \$50 of the expense yourself.



Bills Paid by Insurance for Window glass, \$31.50—
\$31.50

Premium You Paid for comprehensive insurance—
\$6 to \$10

Total cost of one non-serious accident (no suit)
\$2,123.40

Total premium you paid—
\$77.50 to \$222.50

Suppose you don't have an accident. What have you had for your premium? The guarantee of protection for a year and the guarantee that you will retain the right to drive.

Insurance is more important than the car because you need it even if you don't own an automobile. In driving someone else's car once in a year, you run the chance of becoming liable for bodily injury and property damage.

Insurance is more important than the car because when you drive without insurance you gamble your home (or the equity in it), your savings and your earning power—all of them—on the fact that you will not have an accident. A check of the morning newspaper reveals how dreadful a gamble that is.

Avoid accidents. More than 85% can be prevented because they are the result of

- Carelessness—not being alert at intersections.
- Poor judgment—rushing by blind corners.
- High speed under unsafe conditions.
- Discourtesy—taking the right of way when you don't have it.
- Recklessness—passing cars on hills and curves.

Most automobile accidents take place in clear weather on dry roads when the car is going straight.

Watch out for darkness; high speed; Friday, Saturday and Sunday; intersections, right of way, hills, blind corners.

Economies in Full Cover Program

(CONTINUED FROM PAGE 1)

wants this protection at the most reasonable cost. The present national standard combination automobile policy gives the broadest coverage it is practical to offer against the hazards of automobile operations. The largest losses will come from the bodily injury and property damage liability hazard. The limit of liability here depends not upon the value of the automobile, but upon the number of people injured, the extent of their injuries, the amount of property which is damaged, and the value which a jury may place upon the injury, death or destruction and the extent to which the policyholder or his driver is responsible.

The almost unlimited amount of loss which can arise clearly points to the fact that in any program of automobile insurance, the liability coverages are basic and essential. Next in importance in the insurance program will be the protection of the value of the car itself. For most cars, comprehensive coverage is the best answer or, if that is not obtainable, then certainly fire and theft and the combined additional coverages. Along with these comes collision insurance, but right here it is necessary to do some clear thinking. Collision insurance is expensive. It must, therefore, be bought as protection against the total destruction or extensive damage of the car, but must not be bought for that portion of a loss which the policyholder can well afford to pay for himself. Dented fenders, broken windows and bent bumpers should logically come under the heading of maintenance, rather than insurable hazards. Towing expense coverage is not good insurance. The two or three dollar premium charge might better be spent on a further increase in the B. I. or P. D. policy limits.

Now, for the first time, all the coverage can be combined in one automobile policy issued in its entirety by one com-

pany instead of being split between two companies or furnished in two separate policies. Premiums are built up from two elements, that is, losses and expenses. The losses will be the same whether covered by separate policies or by the combination form. The combined form issued by one company will be more economical to handle and therefore, in time, should improve the expense ratio to the point where it will show up in the rates.

Let us consider some of the opportunities for improvement in the expense ratio. A combination policy can be written in less time than two separate policies. Names, addresses, policy term and description of car are typed only once. This reduces chance of error. Postage will be smaller. There is only one daily report to file, one record of expiration, one item for collection and one listing on the account current. This reduction in work means less expense and more profit for the policywriting agent.

The expenses of the company for printing, accounting, credit investigation and underwriting will be less in percentage points because they are spread over a larger number of premium dollars per policy.

One Story, One Adjuster

The combination policy will save the policyholder trouble after an accident, when collision, bodily injury and property damage are all involved. The policyholder only has to tell his story once to one adjuster, who then can handle the collision loss and proceed with the defense or settlement of the third party claims. The company has saved a duplication of adjustment expense, and this will ultimately be reflected in the expense ratios.

There is nothing spectacular about any of these savings, but even a few pennies

Wind Blows Auto Against Guard Rail

Serious losses arising from wind are fairly infrequent. A tree will blow across a car in a storm, or something of that kind. However, an interesting loss occurred not long ago when an insured drove his rather expensive car out of one of the tunnels on the Pennsylvania turnpike. As he did so, a strong gust of wind struck the side of the car and blew it into a guard rail, severely damaging it. Following and preceding cars were not affected.

saved here and there when multiplied by the hundreds of thousands or millions of policies issued annually will mean a lot of dollars saved in the aggregate.

There is one possible objection to the use of the combination policy, and that is the difficulty which most individuals have in paying at one time an annual premium which may run on the order of \$75.00 to \$150.00. Personal budgets do not easily absorb lump sums of this size. The answer to this objection is to use an installment payment plan and still take advantage of the other savings.

The automobile casualty premium writings in 1948 for a representative group of the so-called multiple line casualty and surety companies represented close to 40% of their total premium volume. Add to that some automobile physical damage premiums, and the whole line assumes even greater importance. Most company managements will try to avoid any drift of their companies toward becoming specialized automobile insurers. If we are to counteract that drift, we must move still further into the complete multiple line operation which is beginning to loom on the horizon.

San Francisco pond of Blue Goose at its May 9 luncheon saw a technicolor film on wine making.

Milton Kiel, local agent at Manitowoc, Wis., has been elected president of the Junior Chamber of Commerce there.

Waldman's Cartoons Produce Results

The cartoons shown here illustrate in a comic and effective way four cardinal principles of procedure for the truckman who would keep his insurance experience within bounds. They are used by Leo H. Waldman, broker at 128 West 23rd street, New York City, in mailings to his truckmen insured, of whom he has a number. They are sent to the truck drivers, who, if they collect 52 of them, get a special prize.

Mr. Waldman has been specializing in insurance for truckmen since 1917, and the average experience on his business has been consistently good throughout that period. For 19 years the loss ratio on truck cargo business in his office has been 19.6%. One bad terminal fire in 1948 ran that year's ratio up to 71.6% but note the ratio for several previous years: 1942, 0.47; 1943, 4.28; 1944, 25.3; 1945, 7; 1946, 7.9, and 1947, 9.5.

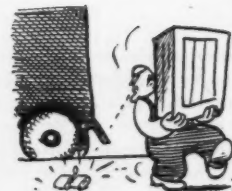
Recently his insurer wrote Mr. Waldman: "The above record is a commendable one and we take this opportunity to congratulate you for this good showing."



NO MATTER HOW SLIGHT
REPORT ALL ACCIDENTS IMMEDIATELY
LEO H. WALDMAN - 128 W. 23rd ST. - N. Y. CITY
INSURANCE FOR TRUCKMEN - SINCE 1917



Deliver the
Truckload
First!



Deliver The
Truckload
First



WHEN AN ACCIDENT HAS
HAPPENED
Get Name Of
Witness

Insurance for Truckmen
SINCE 1917

LEO H. WALDMAN

123 West 23rd St. New York
CHelsea 2-4785



AFTER THE ACCIDENT
Protect The Property
LEO H. WALDMAN
123 West 23rd Street New York, N. Y.
Insurance for Truckmen - Since 1917

UNITED STATES CASUALTY COMPANY



HOME OFFICE:

60 John Street

New York

Sto Bill

With an ab
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year rolled up
over the half

1. General E
2. Hartford I
3. Service Ph
4. Calvert Fi
5. Automobili
6. Service Ca
7. Continenta
8. Home ...
9. Fidelity-P
10. Motors ...

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Detailed Years o

Aetna Fire ...
Agricultural ...
Albany ...
Allemania ...
Alliance, Eng.
Alliance, Pa.
Allied, N. Y.
Allstate Fire.
Am. Alliance.
Am. & For...
Am. Auto Fire
Am. A. & Gen.
Am. Central ...
Am. Eagle ...
Am. Equit. ...
Am. Fidelity.
Am. Fire, Tex.
Am. Gen.
Am. Home ...
Am. N. J.
Amer. Natl. ...
Am. Mot. Fire
Am. Reserve ...
Am. Sec. Ga.
Am. Title&Ins.
Amer. Union ...
Anchor ...
Andrew Jack...
Assoc. Gen. ...
Assoc. Vets. ...
Assur. N. Y. ...
Atlas, Eng. ...
Automobile ...
Balboa ...
Balt. Amer. ...
Bank & Ship.
Bankers F.&M.
Bir'gham, Ala.
Bir'gham, Pa.
Bitum. F.&M.
Bl. Ridge, N.C.
Boston ...
Brit. Am. ...
Brit. & For...
British Gen. ...
Buck. Un. Fire
Buffalo ...
Caled.-Amer...
Caledonian ...
California ...
Calvert Fire ...
Camden Fire.
Canadian Fire
Capital, Calif.
Capital, N. H.
Cavaller ...
Centennial ...
Carolina Natl.

Stock Fire Premiums Cross Half Billion Mark; Gain \$100 Million

With an abundance of new cars and with increased collision rates the companies classified as "Stock Fire" last year rolled up a total of premiums well over the half billion dollar mark, the

the Stock Full Cover table and that certain others such as Western National Indemnity which were previously strictly casualty companies are now in the straight physical damage column.

ter than \$20 million over the second place member of the Stock Fire Big Ten, its premiums amounting to \$45,881,094. Incidentally the General Exchange group is alpha and omega in the Big Ten, since Motors occupies tenth place. The two companies together had an impressive total of better than \$60 million in auto premiums.

fourth place is another finance insurer, its premiums being \$19,590,674 and the gain 60%. This is a member of the Commercial Credit Co. group.

Automobile of the Aetna Life organization occupies fifth position instead of fourth last year, its premium gain being 23.1%.

Continental is in seventh spot with an impressive increase of 58.7%. Its companion—Fidelity-Phenix—is ninth and the two companies together had premiums of better than \$25 million. Last year Continental was No. 9 and Fidelity-Phenix was not on the list.

Home is eighth instead of seventh last year. Its premiums exceed \$13 million and the percentage gain is 46.5.

Horace Poston, Jr., of the San Antonio claims office of the Loyalty group will be married to Miss Lola Marie Moss at Uvalde, Tex., May 21.

TEN STOCK FIRE AUTO LEADERS

	1948 Premiums \$	1947 Premiums \$	Pct. Incr.	1948 Premiums \$	1947 Premiums \$	1944 Premiums \$
1. General Exch....	45,881,094	29,956,376	53.1	14,649,003	4,549,240	4,367,025
2. Hartford Fire ...	24,067,519	20,646,798	19.5	13,401,511	7,407,790	5,860,269
3. Service Fire	23,659,481	20,012,198	18.1	8,747,320	2,473,774	1,531,293
4. Calvert Fire	19,590,674	12,262,503	60.0	5,711,004	2,305,495	1,789,389
5. Automobile	16,357,878	13,282,850	23.1	8,605,005	5,454,634	4,374,555
6. Service Casualty..	13,824,370	.....	.....	.....	.....	.....
7. Continental	13,362,377	8,416,214	58.7	4,406,703	2,329,199	2,166,988
8. Home	13,153,164	8,982,980	46.5	7,269,767	4,767,347	4,023,361
9. Fidelity-Phenix...	12,417,687	7,867,828	57.7	4,218,425	2,032,563	1,685,666
10. Motors	12,373,700	7,173,124	42.1	3,382,407	848,153	792,317

exact figure being \$534,894,846. Certain adjustments have to be made in the totals for comparative purposes due to the fact that certain companies such as Gulf, which were previously physical damage insurers exclusively now go in

However the increase comes close to \$110 million. The figure shown for the increase on the third cover at the end of the table is not correct.

General Exchange with a whopping increase of 53.1% has a margin of bet-

Detailed Record Is Given for Two Years of Stock Fire Auto Writings

	1948				1947			
	Net Premiums \$	Paid Losses \$	Loss Ratio %	Inc. or Dec. in Premiums \$	Net Premiums \$	Paid Losses \$	Loss Ratio %	Inc. or Dec. in Premiums \$
Aetna Fire ..	6,188,769	2,293,330	37.1	111,534	6,077,235	2,624,218	43.4	1,473,605
Agricultural ..	1,758,914	908,448	51.6	-620,002	2,378,920	1,268,107	53.4	412,339
Albany	247,067	103,565	41.9	11,846	235,241	97,749	41.6	56,322
Allemania ..	281,530	84,559	30.3	115,081	166,449	90,097	54.2	-52,469
Alliance, Eng.	177,143	216,088	113.1	-557,442	734,585	258,967	39.4	288,671
Alliance, Pa.	1,607,782	700,978	43.6	-29,779	1,637,561	818,931	50.0	355,585
Allied, N. Y.	655,975	280,589	42.8	6,923	649,042	225,359	39.3	279,004
Allstate Fire.	1,338,829	339,319	62.1	-874,369	2,213,198	786,468	35.7	1,458,470
Am. Alliance.	1,153,151	472,610	41.0	277,958	875,193	296,599	33.9	476,276
Am. & For....	599,105	170,690	28.5	192,028	407,077	204,765	50.4	202,312
Am. Auto Fire	7,879,589	2,269,880	28.8	4,298,510	3,591,079	1,906,341	53.1	-534,039
Am. A. & Gen.	2,091,947	346,090	16.5	1,494,374	597,573	635,534	106.5	-762,637
Am. Central ..	1,001,418	454,069	45.4	-36,426	1,037,844	443,453	42.6	277,781
Am. Eagle ...	3,466,248	1,549,356	44.7	574,604	2,891,644	1,045,921	36.1	1,137,723
Am. Equit. ...	1,022,706	356,051	34.8	81,907	940,799	437,276	46.4	143,250
Am. Fidelity.	1,262,132	640,840	51.0	609,933	652,189	267,928	40.9	491,291
Am. Fire, Tex.	.....	35	.....	.....	-259	4,497	.....	11,543
Am. Gen.....	409,017	82,142	20.0	97,953	311,064	78,857	25.3	83,755
Am. Home	219,957	87,165	39.6	22,618	197,339	88,047	44.6	57,026
Am. N. J....	9,050,032	3,837,762	42.4	1,875,468	7,174,564	2,900,517	40.4	2,612,128
Amer. Natl. ...	290,804	69,685	24.1	.....	.....	.....	.....	.....
Am. Mot. Fire	413,196	190,993	46.2	26,933	386,263	212,859	55.1	-3,463
Am. Reserve ..	61,146	22,332	36.1	-11,116	72,262	42,093	59.2	-26,619
Am. Sec., Ga.	1,211,049	228,085	18.8	1,108,009	103,040	14,834	14.4	4,096
Am. Title & Ins.	24,567	6,169	25.1	19,962	4,605	82	.....	.....
Amer. Union ..	35	.....	.....	.....	.....	.....	.....	.....
Anchor	541,201	239,640	44.4	72,279	468,922	173,998	37.2	270,983
Andrew Jack..	24,461	11,283	45.8	.....	.....	.....	.....	.....
Assoc. Gen. ...	12	118	.....	-832	544	287	52.7	544
Assoc. Vets. ...	1,427,592	455,877	31.9	170,959	1,256,633	194,206	15.4	987,226
Assur., N. Y. ...	388,570	137,553	35.5	145,675	242,895	82,665	34.0	152,264
Atlas, Eng. ...	992,190	434,412	43.8	-84,818	1,077,008	513,180	47.6	137,131
Automobile ...	16,357,878	5,576,840	34.1	3,075,023	13,282,850	4,904,023	37.0	4,587,845
Balboa	310,035	22,182	7.2	.....	.....	.....	.....	.....
Balt. Amer. ...	317,761	147,301	46.2	-417,352	735,113	358,573	48.7	185,222
Bank & Ship.	2,487,944	940,552	37.8	547,690	1,940,254	764,099	39.3	707,668
Bankers F. & M.	567,481	218,703	38.6	202,624	364,857	102,379	28.1	270,258
Bir'gham, Ala.	284,100	88,480	31.0	38,982	245,118	79,106	32.3	60,494
Bir'gham, Pa.	6,806	.....	.....	4,514	2,292	-1,971	.....	2,029
Bitum. F. & M.	255,050	60,610	23.9	17,361	237,689	82,636	35.3	95,843
Bl. Ridge, N.C.	762,684	327,856	42.8	317,713	444,971	196,214	44.2	203,118
Boston	2,373,965	899,228	37.9	770,575	1,603,390	765,091	47.6	345,222
Brit. Am.	127,382	36,105	28.1	40,581	87,301	31,356	35.9	36,316
Brit. & For....	286,493	96,013	33.6	57,512	228,981	115,181	50.4	45,267
British Gen. ...	146,576	66,463	44.9	-5,330	151,906	64,907	42.6	40,654
Buck, Un. Fire	317,358	181,784	57.4	-230,331	547,689	342,499	62.7	31,728
Buffalo	159,835	146,072	91.3	-406,016	565,851	328,068	57.7	-75,336
Caled.-Amer..	118,677	63,883	53.8	629	118,048	82,783	71.0	33,624
Caledonian ...	593,389	319,416	53.8	-93,346	686,735	287,756	56.4	141,287
California ...	610,602	276,861	45.3	-22,210	632,812	270,390	42.8	169,340
Calvert Fire ..	19,590,674	7,079,197	36.1	7,328,171	12,262,503	4,468,050	36.4	6,551,499
Camden Fire ..	2,544,260	1,148,869	45.1	114,335	2,399,925	1,069,154	44.6	208,696
Canadian Fire	207,660	72,508	35.3	-52,733	260,393	112,059	42.6	14,717
Capital, Calif.	157,075	53,341	33.8	29,864	127,211	63,989	50.2	25,148
Capital, N. H.	-11,313	1,795	.....	-32,756	21,443	5,689	26.5	10,626
Cavalier	645	950	147.1	3,030	-2,385	2,344	.....	-13,549
Centennial ...	26,791	12,527	46.1	-59,877	86,668	35,916	41.4	56,968
Carolina Natl.	12,837	1,541	12.1	.....	.....	.....	.....	.....

(CONTINUED ON LAST PAGE)

CONDENSED ANNUAL STATEMENTS OF THE GENERAL ACCIDENT

FIRE AND LIFE

ASSURANCE CORPORATION, Ltd.

and

THE POTOMAC INSURANCE COMPANY OF THE DISTRICT OF COLUMBIA

DECEMBER 31, 1948

General Accident Fire & Life Assurance Corporation 50th Annual Statement

Assets	\$69,380,583.83
Liabilities	46,347,822.39
Contingency Reserves	\$ 7,582,761.44
Statutory Deposit	1,050,000.00
Surplus	14,400,000.00
Policyholders' Surplus	23,032,761.44

The Potomac Insurance Company 118th Annual Statement

Assets	\$11,344,906.17
Liabilities	6,419,445.31
Contingency Reserve	\$ 450,000.00
Capital	1,500,000.00
Surplus	2,975,460.86
Policyholders' Surplus	4,925,460.86

JOHN H. GRADY

U. S. Manager & Attorney, General Accident Fire & Life Assurance Corp.
President of The Potomac Insurance Company



EXECUTIVE OFFICES
GENERAL BUILDINGS
PHILADELPHIA

Auto Premiums by Company Groups

STOCK GROUPS

	1948	1947
Travelers	\$35,013,988	\$29,537,416
Travelers Indem.	40,675,473	32,918,141
Travelers Fire	9,466,492	7,712,370
Total	\$85,155,953	\$70,167,927
Hartford Acc.	\$47,859,175	\$39,076,447
Hartford Fire	24,667,519	20,646,798
N. Y. Unds.	586,175	844,102
N. W. F. & M.	317,880	266,917
Citizens, N. J.	254,304	246,494
Twin City	190,728	193,111
Total	\$73,875,781	\$71,273,809
Fidelity & Cas.	\$29,221,871	\$21,079,524
Fidelity-Phenix	12,417,687	7,867,828
Continental	13,362,377	8,416,214
Niagara	5,586,933	4,726,853
Amer. Eagle	3,466,248	2,891,644
Total	\$64,055,026	\$44,972,058
General Exch.	\$45,881,694	\$29,956,376
Motors	12,373,700	7,173,124
Total	\$58,255,394	\$37,129,500
Aetna Cas.	\$34,045,845	\$28,310,076
Automobile	16,357,878	13,282,850
Standard, Conn.	383,815	291,197
Iowa Fire	12,291	13,359
Total	\$50,799,829	\$41,897,482
U. S. F. & G.	\$34,897,065	\$26,772,391
Fid. & Guar.	6,745,711	4,827,519
Total	\$41,642,776	\$31,599,910
Globe Indem.	\$14,171,319	\$12,383,283
Royal Indem.	13,022,642	11,351,343
Eagle Indem.	2,297,354	2,063,880
L. & L. & G.	2,087,247	2,232,713
Royal	2,241,722	2,334,483
Queen	2,575,090	2,414,078
Newark	1,075,416	955,873
Star	724,273	712,386
Va. F. & M.	325,775	333,939
Amer. & Foreign	599,105	407,677
Federal Union	324,315	292,887
Capitol, Cal.	157,075	172,211
Total	\$39,601,333	\$35,000,453
Metropolitan Cas.	\$12,220,215	\$8,671,538
Commercial Cas.	11,453,527	7,718,177
Firemen's	9,380,113	8,253,567
Milwaukee Mechs.	2,970,369	2,607,296
Concordia	1,094,347	960,583
Gilard F. & M.	1,094,347	960,583
Natl. Ben Franklin	1,094,347	960,583
Total	\$39,307,265	\$30,112,327
Service Fire	\$23,659,481	\$20,912,198
Service Cas.	13,824,370	11,824,370
Total	\$37,483,851	\$32,736,568

	1948	1947
Amer. Auto	\$26,604,298	\$28,210,236
Am. Auto Fire	7,879,589	3,581,079
Assoc. Indem.	264,064	747,884
Assoc. F. & M.		-72,204
Total	\$34,747,951	\$32,466,995
Allstate	\$31,022,525	\$19,907,281
Allstate Fire	1,338,829	2,213,198
Total	\$32,361,354	\$22,120,479
Indem. of N. A.	\$16,902,984	\$15,176,646
Ins. Co. of N. A.	10,142,641	8,994,551
Alliance, Pa.	1,607,782	1,637,561
Phil. F. & M.	1,895,685	1,894,860
Total	\$30,549,092	\$27,703,618
General Acc.	\$23,877,674	\$19,802,568
Potomac Fire	2,223,748	1,691,973
Total	\$26,101,422	\$21,494,541
Employers Liab.	\$15,105,755	\$13,897,247
Am. Employers	7,138,582	6,529,223
Employers Fire	3,801,153	5,112,623
Total	\$26,045,490	\$23,539,093
St. Paul-Mer. Ind.	\$12,694,373	\$9,596,798
St. Paul F. & M.	10,424,829	7,877,259
Mercury	2,368,666	2,020,463
Total	\$25,487,868	\$19,494,520
Fireman's Fd. Ind.	\$14,017,671	\$7,470,953
Fireman's Fund	9,146,983	8,373,662
Western Natl. Ind.	4,126,888	2,777,890
Western Natl.	571,686	554,604
Home, F. & M.	1,715,059	1,663,812
Total	\$23,884,087	\$21,340,921
Penna. Cas.	\$4,375,808	\$4,038,800
Manufac. Cas.	19,590,674	12,662,503
Manufac. Fire	1,245,760	1,069,735
Cavalier	645	
Total	\$25,212,887	\$17,771,038
Home Indem.	\$13,153,164	\$8,982,280
Franklin	8,221,383	8,182,859
City of N. Y.	706,925	1,634,855
Natl. Liberty	706,925	1,634,855
New Brunswick	317,234	734,446
Georgia Home	169,064	326,417
Gibraltar F. & M.	211,489	489,629
Homestead	211,489	489,629
Paul Revere	140,993	326,417
Balt. Amer.	137,761	735,113
Carolina, N. C.	211,489	489,629
Total	\$24,578,978	\$24,415,094
Great Amer. Ind.	\$13,633,598	\$11,331,245
Great American	6,727,973	5,156,153
Amer. Alliance	1,153,151	875,193
Detroit F. & M.	480,480	363,908
Rochester Amer.	480,480	363,908
County, Pa.	-3,774	216,619
Mass. F. & M.	480,480	355,366
Total	\$22,952,388	\$18,062,392

	1948	1947
New Amster. Cas.	\$13,750,693	\$12,504,170
U. S. Casualty	7,962,971	7,270,623
Total	\$21,713,664	\$19,774,793
Century Indem.	\$10,908,791	\$9,963,765
Aetna Fire	6,138,769	6,077,235
Standard, N. Y.	1,886,979	2,071,223
Standard S. & C.		
Piedmont, N. C.	746,164	747,017
World F. & M.	845,955	866,161
Total	\$20,576,658	\$19,725,391
Ohio Cas.	\$18,253,289	\$15,562,999
Ohio Insurance	1,499,896	1,097,982
West American	759,364	279,643
Total	\$20,512,549	\$16,940,623
Amer. Surety	\$15,173,881	\$6,166,521
N. Y. Cas.	4,708,910	4,729,401
Surety Fire	255,700	3,169,631
Total	\$20,138,491	\$14,065,553
Zurich Fire	\$2,309,842	\$1,332,875
Zurich	15,234,739	10,812,823
Amer. Guar. & Lia.	1,565,362	858,632
Total	\$19,109,943	\$13,004,330
General Cas.	\$9,893,078	\$6,314,450
General, Seattle	6,584,473	4,000,381
First National	103,345	100,753
Total	\$16,580,896	\$10,415,584
Continental Cas.	\$15,927,553	\$12,337,157
Transportation	246,808	221,286
Total	\$16,174,361	\$12,558,443
American, N. J.	\$9,050,032	\$7,174,564
Columbia, O.	377,085	302,367
Dixie Fire		82,233
Bankers Indem.	6,698,233	5,586,574
Total	\$16,125,400	\$13,145,738
Standard Acc.	\$14,372,873	\$12,042,220
Planet	290,549	340,846
Total	\$14,663,422	\$12,383,066
Emmco	\$10,342,992	\$7,660,309
Emmco Cas.	2,810,152	2,049,309
Total	\$13,153,144	\$9,709,618
Glens Falls	\$4,759,471	\$4,136,668
Commerce	839,907	730,000
Glens Falls, Ind.	7,155,277	5,945,794
Total	\$12,754,655	\$10,812,462
Columbia Cas.	\$2,710,716	\$2,494,337
Ocean, Acl.	4,584,429	4,281,184
Comm'l. Un. Eng.	1,962,924	2,037,428
American Central	1,001,418	1,037,844
California	610,602	632,812
Union, London	342,539	354,970
Platine	342,539	345,970
Comm'l. Un. N. Y.	487,848	505,223
British General	146,576	151,906
Total	\$12,189,591	\$11,842,074
Natl. Hartford	\$7,840,334	\$7,900,176
Mechanics & Trade	582,425	582,425
Franklin Natl.	268,811	270,863
Transcontinental	268,811	270,863
United Nat. Indem.	2,997,617	2,466,911
Total	\$11,957,998	\$11,490,683
Am. Fid. & Cas.	\$10,521,189	\$9,370,508
Am. Fid. Fire	1,262,122	652,189
Total	\$11,783,311	\$10,022,697
Phoenix, London	\$985,897	\$1,439,651
Imperial, N. Y.	441,059	599,772
Columbia, N. Y.	363,225	493,930
United Firemen's	441,059	639,366
Union Marine	363,225	355,353
Phoenix Indem.	3,490,808	4,708,492
London Guar.	4,061,897	5,427,681
Total	\$10,147,170	\$13,064,245
Premier	\$7,595,409	\$5,554,551
Pacific Natl. Fire	1,285,975	958,418
Total	\$8,881,384	\$6,512,969
Western F. Kan.	\$3,273,366	\$2,670,050
Western C. & S.	5,591,020	4,190,792
Total	\$8,864,386	\$6,860,842
No. Am. C. & S. Re.	\$607,313	\$466,320
No. Am. F. & M. Re.	14,989	5,028
Swiss Reins.	498,560	510,874
Euron. Gen. Reins.	7,318,949	6,840,593
Total	\$8,439,811	\$7,840,593
Federal	\$1,214,698	\$4,894,882
U. S. Guarantee	6,015,060	3,993,223
Vicland	148,929	753,059
Alliance, Eng.	177,143	734,585
Marine	177,143	734,585
Sea	88,571	367,292
Total	\$7,821,644	\$11,477,626
Huckeye Un.	\$7,137,725	\$6,063,404
Huckeye Und. F.	317,358	547,689
Total	\$7,455,083	\$6,611,093
Trinity Universal	\$7,454,507	\$5,265,240
Security Natl.	314	
Total	\$7,454,821	\$5,265,240
Central Sur. Fire	\$7,251,926	\$6,591,715
Central Surety	7,251,926	7,200,972
Total	\$7,251,926	\$7,200,972
American Cas.	\$5,111,080	\$6,548,241
Amer. Av. & Gen.	2,091,947	597,573
Total	\$7,203,027	\$7,145,814
General Reins.	\$6,608,109	\$4,542,427
North Star Reins.	528,240	563,440
Total	\$7,136,349	\$5,105,867
Pacific, N. Y.	\$2,831,791	\$2,209,733
Bankers & Ship	2,487,944	1,940,254
Jersey	1,588,470	1,239,606
Total	\$6,908,205	\$5,389,593
Phoenix, Hartford	\$3,717,483	\$2,972,024
Connecticut	2,243,309	1,793,463
Equit. F. & M.	448,662	358,693
Gr. Eastern, N. Y.	124,385	102,013
Total	\$6,533,839	\$5,226,193
London & Lanc.	\$843,300	\$722,734
Orient	532,609	457,057
Law Union & Rock	177,536	152,352
Safeguard	221,921	190,465
Standard Marine	884,544	676,156
Marine, Eng.	177,143	734,585
Lon. & Lanc. Ind.	3,682,630	3,169,340
Total	\$6,510,683	\$5,402,680

	1948	1947
New Eng. Cas.	\$1,447,651	\$954,003
Springfield F. & M.	4,190,253	3,860,236
Sentinel	123,113	111,832
Mich. F. & M.	492,956	454,191
New England	123,239	113,540
Total	\$6,377,212	\$5,495,580
Ohio Farmers	\$1,282,420	\$1,498,845
Ohio Farm Indem.	4,994,898	2,913,063
Total	\$6,277,318	\$4,411,910
Sun	\$2,048,425	\$1,810,090
Sun Underwriter	359,934	409,932
Patriotic	702,973	747,665
Sun Indemnity	2,769,573	3,371,544
Total	\$5,880,905	\$6,339,231
Security, Conn.	\$1,841,653	\$1,581,170
East & West	460,413	398,929
Connecticut Ind.	3,117,260	2,714,502
Total	\$5,419,326	\$4,694,601
Providence Wash.	\$4,870,808	\$4,220,299
Anchor	541,201	468,922
Total	\$5,412,009	\$4,689,221
United States F.	\$1,975,639	\$1,518,422
North River	1,178,437	811,305
Richmond		97,239
British Amer.	127,882	87,301
Western, Can.	232,125	57,383
Allemania	281,530	166,449
Westchester	1,290,568	1,257,576
Southern, N. C.	1,413,239	357,783
Total	\$5,228,010	\$4,083,782
Keystone A. Cl. F.	\$560,887	\$454,584
Keystone A. Cl. C.	4,581,745	2,517,072
Total	\$5,142,632	\$3,271,656
Fire Assn.	\$3,611,429	\$3,353,767
Lumbermen's	577,238	566,602
Reliance	385,219	357,783
Phila. Natl.	240,761	223,584
Total	\$4,815,237	\$4,421,686
Anchor Cas.	\$4,701,548	\$4,247,113
Queen City	46,087	26,272
Total	\$4,747,635	\$4,273,385
Northern, N. Y.	\$4,018,045	\$3,221,722
Assurance Am.	380,570	242,895
Total	\$4,398,615	\$3,464,617
Northwestern Nat.	\$1,532,718	\$1,252,857
Northw. Nat. Cas.	2,848,637	2,464,268

	1948	1947
Quaker City F. & M.	442,304	723,073
Total	1,681,581	2,085,322
Norwich Union	556,204	609,828
Eagle, N. Y.	161,036	155,267
Nor. Un. Indem.	737,463	729,005
Total	1,454,703	1,494,100
Universal	971,664	833,113
Universal Indem.	363,679	338,930
Total	1,335,343	1,172,043
Utilities	759,714	717,541
Preferred Fire	526,535	445,029
Total	1,286,249	1,162,570
Caledonian	593,389	686,735
Caledonian-Amer.	118,677	118,048
Netherlands	237,355	268,261
Total	949,421	1,073,044
Northern Eng.	687,919	716,609
London & Scottish	93,807	111,583
Total	781,726	828,192
London Assur.	546,644	607,093
Manhattan F. & M.	234,247	260,183
Total	780,891	867,276
Century	484,345	311,821
Pacific Coast	121,086	77,955
Total	605,431	389,776
St. Louis F. & M.	172,637	109,915
Wash. F. & M.	172,637	109,915
St. Louis C. & S.	172,637	109,915
Total	345,274	219,830
Union of Phenix	151,218	102,410
Urbanite	113,167	43,870
Unity	43,424	41,151
Total	307,809	187,431
Millers Natl.	196,953	175,308
Illinois Fire	49,148	38,407
Total	246,101	213,715
Prudential	105,858	175,928
Skandia	79,247	134,153
Hudson	14,808	37,636
Total	199,913	347,717
William Penn.	22,820	.....
Natl. Pa.	130,479	.....
Total	153,299	.....
Natl. Reins.	54,314	29,189
Reins. Corp.	58,984	49,242
Total	113,298	78,431

NON-STOCK AND MIXED

State Farm Fire	\$ 158,127	\$ 218,350
State Farm Mut.	79,970,863	75,751,711
Total	\$80,128,990	\$75,970,061
Federal Mut. Fire	.....	139,199
Federal Mut. Liab.	.....	.....
Natl. Retailers	.....	.....
Amer. Motorists	8,737,783	7,723,402
Excess	1,025,617	1,336,230
Lumb. Mut. Cas.	39,470,766	32,579,834
Am. Motorist Fire	413,196	285,263
Total	\$49,647,362	\$42,111,787
Farmers Auto. Cal.	\$37,685,337	\$24,207,016
Truck Exch.	7,744,187	5,163,172
Total	\$45,429,524	\$29,370,188
United Mut. Fire	\$ 3,949,161	\$ 3,430,750
Liberty Mutual	30,377,590	22,754,332
Total	\$34,326,751	\$26,185,112
Farm Bur. O.	\$29,995,188	\$23,342,525
Farm Bur. Fire	2,577,100	3,575,152
Total	\$32,572,288	\$26,917,677
Mut. Impl. & Hdw.	\$ 1,347,180	\$ 1,197,422
Hdw. Lbrs. M. Fire	2,545,388	1,189,360
Hardw. Mut. Cas.	17,151,378	15,347,279
Total	\$21,043,846	\$17,733,061
Allied Am. M. F.	\$ 3,887,205	\$ 2,623,669
Amer. Mut. Liab.	11,648,758	8,146,913
Am. Policyholders	1,092,041	821,563
Total	\$16,628,004	\$11,592,145
Empl. Mut. Fire	\$ 1,438,100	\$ 1,226,614
Empl. Mut. Liab.	9,734,944	9,169,854
Total	\$11,173,044	\$10,396,468
Allied Fire	\$ 655,975	\$ 649,642
Utica Mut.	8,486,552	7,458,142
Total	\$9,142,527	\$8,107,784
Peerless Cas.	\$ 2,030,466	\$ 1,392,868
Natl. Grange Fire	445,484	330,296
Natl. Grange Mut.	4,879,650	3,965,698
Total	\$7,355,600	\$5,688,862
Automobile Mut.	\$ 1,011,550	\$ 786,270
Fact. Mut. Liab.	5,599,494	4,542,427
Total	\$6,611,044	\$5,328,697
Harleysville M. C.	\$ 4,734,031	\$ 3,964,111
M. Au. F., Harleys.	1,790,007	1,541,406
Total	\$6,524,038	\$5,505,517
Pa. Thres. M. C.	\$ 5,500,528	\$ 4,194,802
Pa. Thres. M. F.	870,500	682,213
Total	\$6,371,028	\$4,877,015
N.W. Mu. Fire, Wn.	\$ 114,906	\$ 110,250
Northwestern Cas.	5,841,553	5,137,857
Total	\$5,956,459	\$5,248,100
Hardware Indem.	\$ 1,381,784	\$ 1,412,746
Hardw. Mut., Minn.	2,545,388	2,059,632
Total	\$3,927,172	\$3,472,378
Reciprocal Ex.	2,113	3,281
Equity Mut.	954,438	812,135
Cas. Recip. Ex.	2,634,616	2,257,548
Total	\$3,591,167	\$3,072,064
Celina Mut. Cas.	\$ 3,029,687	\$ 2,672,774
Natl. Mut. O.	900	984
Total	\$3,030,587	\$2,673,758
Central Mfrs., O.	\$ 2,698,528	\$ 2,233,837
Mutual Fire, Me.	166,968	92,018
Total	\$2,865,496	\$2,325,855
General, Dallas	\$ 1,115,183	\$ 542,998
Assoc. Empl. Lloyds	248,013	203,966
Houston F. & C.	1,135,189	380,670
Total	\$2,498,385	\$1,127,634
Ind. Lumb. Mut.	\$ 984,958	\$ 836,219
Fidelity Mut.	1,402,177	1,035,654
Total	\$2,387,135	\$1,871,873
Iowa Mutual	2,237	349
Iowa Mut. Cas.	2,314,276	1,858,269
Total	\$2,316,513	\$1,858,618
Prairie St. Far., Ill.	205,512	152,030
Un. Auto Ind., Ill.	1,947,676	1,532,649
Total	\$2,153,188	\$1,684,679

Alliance Mut. Cas.	\$ 764,630	\$ 649,819
Farmers Alliance	3,565	14,110
Total	768,195	663,929
Farm Bur., N. H.	6,328	10,602
Farm Bur. Au., N.H.	458,313	243,057
Total	464,641	253,659
Centennial	26,791	86,668
Atlantic Mut., N. Y.	355,163	322,596
Atlantic Mut. Ind.	5,237	291,673
Total	387,191	117,501
Ia. Hardw. Mut.	202,634	106,342
Ia. Hard. M. C.	147,093	84,659
Total	349,727	191,001
Tex. Millers, M. F.	461,427	.....
Tex. Natl. M. F.	Not Rec'd	.....
Total	461,427	.....
Cheese Mak. M. F., Not Rec'd	19,324	.....
Cheese Mak. M. C.	317,456	172,671
Total	317,456	172,671

Bugs Found in Compulsory Cover for the Operator

(CONTINUED FROM PAGE 4)

operator, how is the insurer to learn of the case where after a non-owner operator has obtained his operator's license he purchases an automobile? The company would be insuring each auto operated by the non-owner operator including the one purchased.

Insurers would be required to maintain special statistical records on the limited volume of business in New Hampshire.

Partnerships and Corporations

For a co-partnership or corporation owning commercial and private cars, two different policies would have to be issued. It is difficult to see how a co-partnership or corporation may be properly or adequately insured under a policy written on the operator basis. Why should not all the automobiles of such a risk be insured in the same manner as commercial automobiles? Country-wide concerns with fleets of automobiles would have to purchase a standard provisions policy with separate policies, forms and requirements with respect to New Hampshire only. If New Hampshire owns private passenger and commercial automobiles, why shouldn't the state be able to insure all automobiles owned, per car, rather than complicate the coverage as between private and commercial autos?

EFFECT OF PLAN

The following outline gives some idea of just what the proposed legislation would mean to the following:

In case of a risk involving a family with four licensed operators and one car the insurer's records will be complicated and increased even more than those of the agent. The company must not only verify underwriting information contained in the signed application of each operator but must also follow the four policy records through its entire organization, including the underwriting, accounting, statistical and claims. If each operator in a household is insured in a different company, this means quadruplication of effort all along the line.

Today the agent follows the simple procedure of issuing one standard provisions policy for the entire household containing several operators, including the owner, and bills one premium each year for the coverage afforded the entire family. The agent also can work with one master file for the risk, thus simplifying his maintenance of records. Any questions which arise in connection with the risk subsequent to inception date in connection with claims, changes, etc., will relate to his single file, thus simplifying procedure for the agent. Under the proposed program the agent has to issue four separate operator's and owner's motor vehicle liability policies at different periods of the year according to the birthday of the operator and will have to bill each individual operator insured under such a policy separately and at the same time maintain four times as many records to render adequate service to insured.

At present motor vehicle department records are not involved unless an owner or operator becomes subject to a filing for financial responsibility. Thus

the proposed program would result in a tremendous increase in the number of risk records in this department. The number of certificates of insurance would increase at least tenfold and very possibly much more than that. The present difficulties of the motor vehicle department in connection with notices of change of car under filed certificates and reconciliation of records in connection with renewal licenses may easily be replaced by new difficulties because of the need in this department to keep the initial certificate filing record up to date. For example, with all licensed operators required to file certificates prior to the issuance of the license to operate, a vast amount of initial records will be placed in the files of the motor vehicle department and those records will not be accurate under the continuous certificate filing unless the department in some way obtains notices of change of address which are bound to occur among so great a number of individuals.

Today in the numerous cases where there is one car in a family one policy is issued in the name of the parent who is usually the owner of the automobile with the broad standard provisions coverage applicable not only to the owner but to all other members of the household and to any other person operating

the automobile with the consent of the named insured. For such a risk located in Concord, for example, the annual premium is \$25 for bodily injury, \$5/\$10,000 limits, and \$12 for \$5,000 property damage.

Under the proposed program, with four licensed operators in the household, each would have to purchase the proposed policy with the premium charge for the owner equal to not less than 75% of the above specified car premium. The owner's degree of liability is much greater than that of the non-owner-operator. However, the bill contemplates that the owner-operator will have the same policy as the non-owner-operator. Even if a reasonable charge may be made for each non-owner-operator in the household, the fact that four separate policies, with all the additional records necessary for the department of motor vehicles, agent and insurer, must be issued, creates additional elements of expense all along the line. The new program would bring about a shifting of liability from a single policy applicable to the entire family to four policies without any reduction in the scope or extent of the full liability of the owner and the operators. It is difficult to visualize establishing the new procedures except for a much higher premium.

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Through THE AMERICAN PLAN, my client The Bank, The Finance Company, The Loan Company or The Automobile Dealer gains all the advantages of local control of claim adjustment. That means more satisfied customers. So my client is definitely better off!

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Stock Casualty Auto Premiums Advance by 13.9% in 1948

The traditional "Stock Casualty" classification in the Automobile Number wanted in 1948 due to the departure for the "Stock Full Cover" listing of numerous prominent insurers that assumed the fire, theft and comprehensive risk for the first time. The drift will gain increasing momentum, as omnibus automobile insurance underwriting becomes more and more the accepted method.

The companies that were left in the Stock Casualty grouping had aggregate automobile premiums last year of \$579,825,136 as against \$614,343,278 for these same companies in 1947, the gain being \$85,588,604 or 13.9%. The losses aggregated \$244,067,593 for a ratio of 42.1 which compares with 40.8 the previous year. It needs to be emphasized that the figures here given are premiums written and losses paid and that the loss ratio on this basis has no authentic actuarial significance. Shortly the New York department will release the earned and incurred exhibit together with the expense analysis and this will tell what the real results were for the year.

On an individual company basis Hart-

TEN LEADERS IN STOCK CASUALTY FIELD

	1948 Premiums	1947 Premiums	Pct. Incr.	1948 Premiums	1947 Premiums	1944 Premiums
1. Hartford Acc. ...	47,859,175	39,076,447	22.2	26,151,644	17,838,011	15,071,160
2. Travelers Indem. ...	40,675,473	32,918,141	23.3	23,877,672	8,298,964	7,296,590
3. Travelers ...	35,013,988	32,918,141	18.6	22,362,965	16,205,833	14,391,054
4. U. S. F. & G. ...	34,897,065	26,772,391	30.2	17,585,593	12,370,857	10,689,389
5. Aetna Cas. ...	34,045,845	28,310,076	20.1	20,583,708	14,340,613	12,739,368
6. Fidelity & Cas. ...	29,221,781	21,079,524	38.6	12,318,692	8,148,329	7,289,004
7. American Auto. ...	26,004,295	28,201,236	-5.6	23,060,110	14,308,591	12,671,927
8. General Accident. ...	23,877,674	19,802,508	20.4	14,704,511	9,934,832	8,510,921
9. Indem. of No. Am. ...	16,902,984	15,176,646	11.4	9,827,102	6,569,267	5,826,704
10. Continental Cas. ...	15,927,553	12,337,157	29.6	10,861,107	8,237,996	9,451,002

ford Accident continues in the lead in the Stock Casualty grouping by a margin of about \$7 million over Travelers Indemnity and with a percentage gain in premiums written of 22.2. Of course if Travelers and Travelers Indemnity were treated as a unit they would constitute the leader by the very handsome edge of about \$27,800,000. Incidentally on a group basis, taking in Travelers Fire, the organization office again is preeminent among all classes of automobile insurers.

The premiums of Travelers and Travelers Indemnity combined were \$75,-

689,461, for an increase of better than 12%.

U. S. F. & G. improves its standing in the Big Ten by passing Aetna Casualty and American Auto and now stands No. 4 with premiums of \$34,897,065 and a gain of 30.2%. Aetna Casualty is just an eyelash behind in fifth spot with \$34,045,845 premiums and a percentage gain of 20.1.

Fidelity & Casualty turned in the sharpest percentage gain of any member of the Big Ten, the increase being 38.6% and advanced from seventh to sixth in the standing. The America

Fore group is taking an increasingly commanding position in automobile insurance and its entire automobile operations are being well integrated.

American Auto, with emphasis on underwriting profit, kept the lid on auto sales and showed a slight decline of 5.6% with total premiums of \$26,004,295 and occupies seventh place instead of fifth. General Accident advances from ninth to eighth due to the fact that Allstate transferred its allegiance to the full cover plan. General Accident had a premium gain of 20.4%. In ninth position is Indemnity of North America which was not a member of the Big Ten last year. Continental Casualty, with an increase of nearly 30% is No. 10. That was the place held by Maryland Casualty last year. This time Maryland goes to Stock Full Cover and is No. 2 in that listing.

Great American has moved its Canadian head office from Montreal to Toronto. The new offices are in the Metropolitan building, 44 Victoria street.

Automobile Premiums and Losses in 1948 of STOCK CASUALTY COMPANIES

	1948				1947				1946					
	Total Net Premiums	Paid Losses	Loss Ratio %	Inc. or Dec. in Premiums	Total Net Premiums	Paid Losses	Loss Ratio %	Inc. or Dec. in Premiums	Total Net Premiums	Paid Losses	Loss Ratio %	Inc. or Dec. in Premiums		
Accident & Cas.	2,845,125	1,645,584	57.8	-482,415	1,954,337	1,075,859	54.8	567,845	1,880	3,327,540	1,478,949	44.3	854,693	
Aetna Cas.	34,045,845	13,008,612	38.2	5,735,769	23,128,500	8,076,914	34.9	4,927,686	53	5,012	28,310,076	10,666,399	29.1	7,726,368
Aetna Life	2,750	2,750	100.0	2,750	2,750	2,750	100.0	2,750	2,750	2,750	2,750	100.0	2,750	
Amer. Auto.	26,604,295	11,689,845	43.9	-1,596,941	15,222,799	7,902,054	52.0	3,982,206	3,479,442	1,448,759	28,201,236	12,215,734	43.4	4,232,126
Amer. Cas.	5,111,080	3,065,524	60.0	-1,437,161	2,012,099	1,311,037	65.2	1,476,995	24,119	277,392	6,548,241	3,384,771	51.3	1,357,575
Amer. Employers ...	7,138,582	3,196,856	44.8	609,359	4,586,075	1,990,254	43.6	1,235,617	229,931	77,985	6,529,223	2,916,342	44.7	948,994
Am. Fidelity, Vt. ...	940,393	379,705	40.4	271,235	621,228	210,217	33.9	148,912	24,578	20,576	669,158	241,631	36.1	290,362
Am. Guar. & Liab. ...	1,665,362	483,784	29.0	706,730	1,063,163	272,801	25.6	100,920	210,939	44	858,632	331,627	38.6	425,550
Am. Policyholders ...	1,092,041	411,154	37.7	270,478	741,193	276,677	37.3	133,812	8,987	665	821,563	448,979	55.7	178,980
Assoc. Indem.	264,069	324,751	123.0	-496,823	186,525	230,559	123.6	77,206	-8,496	16,986	747,884	696,731	93.2	-636,234
Atlantic Cas.	1,266,819	253,398	20.0	372,923	658,862	98,970	15.0	85,222	229,551	69,206	893,896	80,684	9.5	601,481
Bankers Indem.	6,698,283	2,960,690	44.2	1,111,709	4,432,918	1,786,157	40.1	1,158,667	61,268	15,866	5,586,574	2,035,208	36.4	2,228,770
Bituminous Cas. ...	1,890,543	892,777	47.2	165,079	982,616	444,001	45.4	508,408	192,591	1,725,456	720,084	41.7	666,671	
Canadian Indem. ...	257,283	73,610	28.6	64,612	164,736	41,572	25.2	32,038	192,771	192,771	81,887	42.4	-7,062	
Car & General ...	1,937,773	1,137,378	58.7	-608,005	1,314,701	758,423	57.7	376,471	4,968	2,984	2,545,778	1,334,934	52.4	580,801
Carolina Cas.	791,646	252,572	31.9	328,395	569,266	160,691	28.2	91,881	463,251	463,251	137,457	39.7	1,964,977	
Century Indem.	10,908,791	5,401,960	49.5	945,026	7,443,533	3,466,952	46.6	1,915,412	19,596	9,963,765	4,841,916	48.6	4,924,577	
Citizens Casualty ...	2,104,473	761,103	36.2	295,732	1,505,086	566,807	37.7	194,296	1,808,741	1,808,741	635,048	35.1	299,503	
Columbia Cas.	2,710,716	1,339,589	49.4	216,379	1,778,561	822,723	46.3	510,627	4,913	6,239	2,494,337	908,346	36.5	1,476,050
Commercial Cas. ...	11,453,527	3,601,032	31.5	3,735,550	8,209,132	2,518,086	30.7	968,161	22,130	14,785	7,718,177	2,960,569	38.2	2,768,699
Conn. Indem.	3,117,260	1,157,578	37.2	402,758	2,051,808	664,603	32.4	492,975	-45	2,714,502	1,098,253	40.5	596,189	
Continental Cas. ...	15,927,553	6,494,684	40.8	3,590,396	10,775,014	3,889,239	36.1	2,602,330	11,538	3,115	12,337,157	5,640,247	45.6	1,476,050
Dearborn Nat. Cas. ...	1,142,024	545,870	47.8	208,393	567,956	175,516	31.0	297,141	72,241	73,213	933,631	190,216	20.4	751,173
Eagle Indem.	2,297,354	1,137,365	49.5	233,474	1,552,305	729,541	47.0	400,667	7,157	7,157	2,063,880	2,620,777	107.9	-738,738
Employers Liab. ...	15,105,755	6,966,112	46.1	1,209,528	9,904,139	4,290,992	42.9	2,448,797	156,323	156,323	13,897,247	6,585,319	47.4	1,307,018
Eureka Cas.	1,497,120	670,485	44.8	116,287	941,631	409,761	43.6	268,483	1,241	1,241	340,833	526,327	38.1	526,327
European Gen. Re. ...	7,318,949	3,414,148	46.6	460,578	6,322,825	3,050,104	48.2	355,195	27,036	32,849	6,857,377	2,640,848	38.3	2,232,562
Excess ...	1,025,617	305,330	29.8	-310,613	890,451	258,744	29.1	46,588	...	...	1,336,230	391,922	29.3	773,895
Fidelity & Cas.	29,221,781	11,811,919	40.4	8,142,257	19,942,566	6,961,062	34.9	1,911,000	-60,203	29,827	21,079,524	7,151,920	34.0	8,760,832
General Accident ...	23,877,674	9,780,975	40.6	4,075,106	13,431,527	4,955,120	36.9	2,356,208	3,791,017	1,485,139	19,020,568	7,936,120	41.1	5,098,057
Gen. Cas. Wash. ...	9,939,078	2,777,182	28.1	3,578,628	6,392,981	1,543,121	24.1	1,234,036	149	25	6,314,450	2,360,055	37.3	1,670,458
General Reins.	6,608,109	3,106,258	47.0	1,065,682	6,013,484	2,500,848	41.7	185,696	25,931	8,463	4,542,427	2,853,270	62.7	-91,299
Gen. Tr. C. & S. ...	1,887,460	806,466	42.6	-2,423,767	1,475,389	655,239	44.4	149,227	4,311,227	4,311,227	1,804,627	41.8	648,915	
Glens Falls Ind. ...	7,160,277	2,934,234	40.9	1,214,483	4,801,309	1,851,020	38.5	1,059,520	25,694	5,945,794	2,628,351	44.4	742,877	
Gr. Am. Indem.	13,633,598	5,867,813	42.9	2,302,353	9,218,152	3,292,974	35.8	2,064,632	81,883	40,207	11,331,245	3,951,999	34.8	3,942,124
Hardware Indem. ...	1,381,784	542,072	39.2	-378,903	1,331,784	515,596	38.7	26,476	...	...	1,760,687	660,996	37.5	191,008
Hartford Acc.	47,859,175	20,033,956	41.9	8,782,728	32,009,645	12,311,402	38.4	5,103,716	372,331	39,076,447	14,989,453	39.6	26,315,644	
Home Indem.	3,221,383	1,443,331	44.8	38,524	3,565,555	1,239,912	34.8	1,344,068	40,301	12,841	8,182,859	2,990,444	36.4	2,324,236
Idaho Farm ...	826,374	409,613	49.6	180,260	70,957	13,361	18.8	15,760	215,160	75,492	146,114	23,169	16.5	...
Indem. of N. Am. ...	16,902,984	7,710,035	45.6	1,726,338	11,203,961	4,803,660	42.8	2,786,261	217,369	120,114	15,716,646	5,162,996	32.9	6,349,544
Keystone Auto Club ...	4,551,745	1,762,752	38.7	1,734,675	2,043,447	792,159	38.8	465,145	1,350,485	605,448	2,317,070	917,496	39.6	316,840
Land & Lanc. Ind. ...	3,632,630	1,555,558	42.8	513,290	2,484,632	1,010,495	40.7	521,735	44,021	23,328	3,169,340	1,357,148	42.7	498,791
London Guar.	4,061,897	2,393,832	59.0	-1,365,784	2,672,283	1,438,236	53.8	945,710	20,922	9,886	5,427,681	2,091,765	38.7	2,012,399
Mfrs. Cas.	4,375,808	1,964,103	44.9	337,008	2,800,996	1,122,988	39.9	440,396	7,445	7,445	4,038,800	2,194,498	54.4	-171,050
Mass. Bonding ...	11,601,193	6,066,686	52.3	336,240	8,183,777	3,882,220	47.4	2,121,977	3,689	2,489	11,264,958	4,445,983	39.4	3,574,239
Metropol. Cas.	12,220,215	4,090,862	33.5	3,548,677	8,784,303	2,996,186	34.0	1,077,364	33,889	12,312	8,671,538	3,078,998	35.4	2,915,903
National Cas.	1,015,964	376,667	37.1	278,632	638,762	204,236	31.9	171,926	2,664	105	737,132	311,717	42.3	578,940
National Surety ...	2,320,061	759,639	32.7	785,471	1,538,018	393,515	25.6	366,124	...	...	1,534,590	477,820	31.2	836,093
National Un. Ind. ...	426,678	211,738	49.5	249,922	266,458	81,819	30.7	59,920	...	...	176,751	20,625	11.7	167,597
New Amstar Cas. ...	13,750,693	6,152,713	44.8	1,246,586	9,237,954	3,759,881	40.7	2,372,532	20,300	12,504,107	4,447,340	35.5	4,918,927	
New England Cas. ...	1,447,651	538,156	37.2	493,648	967,767	335,209	34.7	193,437	38,001	9,510	954,003	397,756	41.7	272,983
N. J. Mfrs. Cas. ...	984,459	232,345	23.6	222,918	977,330	230,331	23.6	2,014	...	...	761,541	180,901	23.7	214,686
N. Am. C. & S. Re. ...	607,313	55,628	9.2	140,993	606,411	55,628	9.2	858	...	...	466,320	...	...	3,258
Norwich Union ...	737,465	292,032	39.6	8,460	484,988	174,754	35.9	117,177	-261	101	729,005	302,454	41.1	207,878
Ocean Accident ...	4,584,429	1,851,632	40.4	303,245	3,064,256	1,087,172	35.5	757,093	28,492	7,367	4,281,184	1,563,513	36.5	1,192,143
Ohio Farmers Ind. ...	4,994,898	2,065,316	41.3	2,081,833	2,915,947	762,637	26.1	684,080	1,521,886	598,609	2,913,065	1,128,753	38.7	907,502
Pa. Mfrs. A. Cas. ...	2,459,092	922,020	37.5	359,931	1,133,189	366,509	32.3	343,740	659,501	211,771	2,099,161	735,520	35.0	741,125
Phoenix Indem. ...	3,490,808	2,018,019	57.8	-1,217,684	2,286,232	1,204,882	52.7	808,918	4,219	4,219	4,708,492	1,769,628	37.2	2,936,371
St. Paul-Merc. Ind. ...	12,594,378	3,941,580	31.0	3,097,575	9,506,747	2,198,338	23.1	1,721,688	14,767	21,554	9,596,798	3,106,292	32.4	3,204,644
Seaboard Surety ...	1,006,283	87,398	8.7	87,826	66,823	25,861	38.7	12,037	...	...	4,990,792	1,976,583	39.6	2,914,109
S.W. Gen. ...	414,069	163,405	39.4	-25,219	349,152	147,732	42.3	15,673	...	...	428,238	155,862	36.4	...
Standard Acc. ...	14,372,873	6,020,321	41.9	3,230,653	9,616,368	3,728,317	39.0	1,943,292	698,675	348,712	12,042,320	5,871,240	48.6	508,095
Sun Indemnity ...	2,769,572	1,891,190	68.3	-401,971	1,902,268	1,276,503	67.1	603,742	16,922	10,945	3,371,544	1,909,774	56.6	912,992
Travelers Indem. ...	40,675,473	17,973,409	44.2	7,757,332	32,918,141	12,767,947	38.8	2,287,214	18,802,029	6,898,871	32,918,141	14,814,923	45.0	9,040,469
Travelers ...	35,013,988	12,552,279	35.7	5,476,572	35,013,988	13,552,279	38.7	2,537,416	...	...	29,537,416	10,893,223	36.9	7,174,451
United Natl. Ind. ...	2,997,617	1,050,012	35.0	6	1,983,959	553,849	27.9	496,163	265	2,466,911	662,052	26.8	1,262,923	
U. S. F. & G.	34,897,065	16,748,638	48.1	8,124,674	23,205,656	9,711,888	41.8	1,994,298	497,111	198,434	26,772,391	11,306,445	42.3	3,186,798
Universal Indem. ...	363,679	142,503	39.1	34,749	228,669	78,688	34.4	34,749	...	...	166,175	44,230	26.6	84,105
Utilities ...	740,714	289,318	39.1	45,173	803,884	298,932	37.2	120,603	...					

MUTUAL FIRE Auto Results in 1948

	1948				1947			
	Net Premiums	Paid Losses	Loss Ratio	Inc. or Dec. in Premiums	Net Premiums	Paid Losses	Loss Ratio	Inc. or Dec. in Premiums
Abington Mut.	83,323	41,454	44.5	37,402	65,921	20,957	31.9	30,535
Allied Am. Mut.	3,887,205	1,281,650	33.0	1,263,536	2,623,609	940,504	31.8	1,045,946
Am. M. F. S. C.	55,556	17,257	31.0	14,759	21,106	.....	.....	.....
Amer. Mut. Re.	38,395	8,973	23.4	.....	.....	.....	.....	.....
As. Mer. Mass.	1,009	295	27.6	-291	1,369	2,755	202.0	-34
Atlantic M. Co.	110,768	32,359	30.1	25,692	85,076	33,232	30.1	-8,470
Atlas M. N. Y.	355,163	141,283	39.7	32,568	322,595	145,023	45.0	70,768
Auburn M. Co.	21,804	6,956	31.8	8,517	13,287	2,487	26.3	7,512
Austin M. Minn. ....	.....	.....	.....	-323	333	.....	.....	.....
Auto Mut. Pa.	18,161	4,257	22.2	17,816	345	.....	.....	280
Auto Mut. R. I.	1,011,550	191,975	19.0	225,280	786,270	154,060	19.6	224,367
Bank M. D. C.	378,436	48,081	11.4	173,911	204,525	18,436	9.0	44,141
Berk. Mut. Fire.	525,108	152,116	29.0	-17,398	542,506	180,338	33.3	288,861
Burlingt. M. Vt.	74,878	17,498	24.0	2,057	72,821	16,585	22.8	20,544
Cambridge Mut.	213,304	71,944	33.8	27,288	186,021	69,494	37.3	29,338
Campb. M. Wis. ....	.....	.....	.....	-88	88	.....	.....	-118
Canterbury Mut. N. Y.	25,484	26,587	104.3	15,546	55,888	31,276	56.0	13,841
Capital F. Neb.	333,941	70,007	21.0	11,763	302,178	86,564	28.6	.....
Cap. M. F. Pa.	490,316	161,307	32.9	150,708	239,608	69,607	29.1	140,164
Carpent. M. Pa.	119,931	34,530	29.2	58,730	61,201	26,264	42.9	17,295
Cent. Mfrs. M. O.	2,698,528	732,935	27.2	464,691	2,233,837	699,441	31.3	603,430
Citiz. Fd. Minn.	162,090	44,862	27.7	99,157	62,933	80,032	127.2	34,967
City M. Fire, Pa.	21,063	6,537	31.0	4,484	16,579	2,899	17.5	7,533
Coml. Mut. Pa.	432,142	121,229	28.0	169,030	263,112	66,956	25.4	163,899
Cons. Minn.	1,731	.....	.....	.....	.....	1,359	22.6	.....
Coop. F. N. Y.	31,004	9,939	32.3	.....	.....	593,240	22.4	.....
Cosmopolitan	27,295	7,603	27.8	21,147	6,148	.....	.....	.....
Country M. F. ....	.....	.....	.....	-2,645,623	2,645,623	.....	.....	.....
Dongl. & Conroy.	79,914	26,063	32.8	-551	80,465	57,488	71.4	-60,476
Dorchester Mut.	37,416	12,388	32.4	4,520	32,896	16,767	51.0	-1,034
Draft Mut. Ia.	13,036	4,064	30.8	3,337	9,699	2,536	26.1	2,712
Empl. M. F. Wis.	1,438,100	447,094	31.1	211,486	1,226,614	376,100	30.7	558,255
Empire Coop.	54,309	111,169	205.6	-240,679	294,988	146,305	49.6	135,840
Empire, Pa.	163,172	42,184	25.8	120,771	42,401	3,252	7.7	42,280
Fairview, Pa.	15	.....	.....	-4,274	30,692	1,299	12.2	.....
Farm. B. N. H.	6,328	706	11.2	719,507	1,857,593	397,372	48.3	394,828
Farm. E. M. F. O.	2,577,100	1,189,260	46.1	-10,545	14,110	4,393	31.1	8,258
Farm. All. Kan.	3,565	1,241	34.8	.....	.....	.....	.....	.....
Farm. Union. Colo.	10,192	10,565	104.6	6,730	12,462	7,949	63.6	.....
Farm. Un. S. D.	3,786	478	12.6	1,587	2,199	483	21.8	778
Fed. M. F. Mass. ....	.....	10,829	.....	-139,199	23,234	26.9	-458,090	.....
Fitchburg, Mass.	210,296	58,625	27.9	60,345	149,951	65,734	43.8	4,666
Genl. Mut. Pa.	97,492	9,443	9.6	92,048	5,400	.....	.....	.....
Gen. Mut. Okla.	2,686	2,529	95.5	2,373	313	268	85.5	-404
Globe Mut. Mo.	8,835	2,696	30.6	10	8,825	10	.....	-461
Gr. D. N. Ind.	1,346,166	634,619	47.1	121,890	1,224,276	398,692	32.5	570,486
Grand Rps. Mer.	556	486	87.4	-148	704	74	10.5	877
Grangers, Md.	11,588	2,537	25.0	5,806	5,782	4,648	80.3	-6,534
Granite, Pa.	58,236	11,477	19.8	54,369	3,867	171	4.4	.....
Granite, Vt.	50,688	16,512	32.6	6,200	44,668	12,242	27.5	23,396
Gr. Lakes, Wis.	79,313	28,299	35.7	2,321	76,382	26,370	34.5	23,740
Gr. M. M. Vt.	130,126	4,867	42.3	32,939	97,187	41,241	42.4	.....
Hdwa. D. Wis.	1,487,368	407,038	27.4	298,008	1,189,360	377,454	31.7	365,206
Hdwa. M. Minn.	2,545,388	788,721	31.0	485,756	2,059,632	512,596	25.0	1,091,047
Harford M. F. Md.	134,539	51,644	38.5	18,667	115,872	85,327	73.6	-120,368
Herman M. Wis.	18	.....	.....	-47,968	47,986	23,948	50.0	.....
Holyoke, Mass.	914,990	299,027	32.7	204,649	710,341	252,257	35.5	252,510
Home M. N. Y.	155,800	119,285	76.6	-260,658	416,358	181,902	43.6	197,209
Impl. D. N. D.	161,769	82,732	51.2	-56,085	217,855	150,942	69.4	-38,339
Ind. Lum. Mut.	984,095	334,095	33.9	148,739	835,219	242,838	29.1	329,019
Ia. Hdwa. Mut.	262,634	86,825	33.1	96,392	166,242	31,792	19.3	51,809
Ia. M. DeWitt.	2,237	668	29.9	1,568	349	.....	.....	-46,879
Jefferson, Mo.	13,324	21,828	116.4	142,586	333,431	117,165	35.2	.....
Lawn Mut. Pa.	476,017	222,947	46.8	15,907	40,592	8,480	20.3	37,781
Lehigh Val. Pa.	56,490	26,314	46.5	15,907	9,918	1,117	11.3	.....
Liberty Bell	97,694	13,055	13.4	87,776	9,918	3,711	41.6	-494
Littitz Mut. Pa.	11,620	2,608	25.0	2,710	8,910	37,725	50.4	.....
Lowell M. Mass.	93,454	37,868	40.4	18,605	74,849	54,863	73.5	-6,603
Lbr. M. Mass.	164,169	52,514	32.0	68,696	95,473	63,672	66.8	132,561
Lumbermen O.	833,156	227,959	27.4	152,186	680,966	240,007	35.3	78,900
Lynn M. Mass.	285,934	93,445	32.7	63,953	221,981	78,830	35.6	53,133
M. & Mer. N.H.	161,986	52,536	32.4	54,771	107,215	28,443	26.5	.....
Mer. & Bus. Men, Pa.	686	.....	.....	7,806	64,188	19,151	29.8	15,719
Mer. & Far. Mass.	71,994	18,207	25.0	13,035	33,928	16,818	49.6	9,905
Mer. & Mfrs. O.	46,963	15,491	33.0	412,467	518,588	232,428	45.0	-50,363
Merrimack	931,055	257,556	27.7	69,972	315,457	120,200	38.2	62,840
Mich. Millers	375,429	125,716	33.5	.....	.....	.....	.....	.....
Middlesex, Ct.	19,355	.....	.....	.....	.....	.....	.....	.....
Middlesex, N.Y.	1,086,550	325,055	30.0	243,020	843,530	299,555	35.5	299,855
Millers, Ill.	473,812	138,952	29.3	58,322	415,490	143,533	34.5	142,599
Millers, Pa.	200	24	12.0	-117	323	59	18.2	-17
Millers, Tex.	461,375	113,924	24.7	110,332	351,043	105,527	30.1	-9,607
Mill Owners, Ia.	1,118	14	1.3	1,090	28	.....	.....	-82
Minn. Farmers	13,781	4,220	30.4	13,598	183	16	8.7	-2,652
Mt. Joy, Pa.	1,199	.....	.....	1,015	184	149	80.9	104
Mu. Au. Fire, Pa.	1,790,097	589,313	32.9	248,601	1,541,406	554,547	35.9	511,059
M. Ben. Fire, Pa.	242,603	77,422	32.0	3,550	239,053	61,974	25.9	103,215
Mut. Fire, Me.	166,968	66,618	39.9	74,950	92,018	24,007	26.1	38,712
Mut. F. Redg. Pa.	732	2,562	.....	-4,332	5,564	3,717	66.6	3,497
M. Imp. & Hdwa.	1,347,180	414,129	30.7	149,758	1,197,422	389,678	32.5	367,845
Natl. Assur. Pa.	452,914	142,980	31.8	177,476	275,438	82,027	29.8	151,427
Natl. Church, Ill.	2,098	554	26.4	-129	2,227	438	19.6	-163
Nat. Guild, Md.	178,795	61,543	34.4	28,725	150,070	57,583	38.4	-19,898
Natl. Mut. Ohio.	900	.....	.....	-84	984	.....	.....	751
Natl. Retailers	124,562	.....	.....	.....	.....	-7,653	.....	-367,559
New Castle, Del.	24,344	4,388	18.0	5,944	18,400	4,447	24.1	8,833
N. Y. Cent. Coop.	295,012	84,401	28.6	97,256	195,756	73,143	37.4	46,736
N.Y. Mut. Fire.	114,906	32,558	28.3	4,656	110,250	31,928	28.9	5,229
Nrft & Ded. Mass.	351,167	88,531	25.2	169,049	182,118	66,183	36.3	72,289
Ohio Hardware	61,641	20,582	33.4	17,656	43,986	20,938	47.6	11,216
Olive Coop. N. Y.	17,341	8,824	51.0	14,531	2,460	452	18.4	.....
Onesida Co. N. Y.	31,374	9,666	30.8	.....	.....	.....	.....	.....
Oregon Mut.	211,070	48,105	22.8	32,344	178,726	53,329	29.8	20,041
Osage	70,788	31,373	44.4	20,061	50,727	16,525	32.6	20,211
Paramount, Md.	26,760	11,415	42.7	-7,123	33,883	18,557	54.7	-27,978
Pawtucket M.	989,172	347,685	35.1	189,633	799,489	250,309	31.4	308,327
Pa. Lib. Mut.	185,661	91,980	49.5	32,585	151,076	51,362	34.0	68,243
Pa. Millers M. P.	903	20	2.2	788	117	.....	.....	82
Pa. Thresh.	870,560	274,114	31.5	188,347	682,213	220,063	32.3	.....
Perkiomen, Pa.	84,413	37,934	45.0	18,079	66,334	21,153	31.0	38,152
Phen. M. N. H.	100,449	36,221	36.0	14,677	85,772	22,755	26.5	42,506
Pilgrim M. Ia.	7,012	578	8.2	-141	7,153	762	10.1	.....
Pion. Coop. N. Y.	82,305	24,449	29.8	.....	.....	.....	.....	.....
Pion. M. Mass.	612,258	205,628	33.6	474,664	137,594	46,776	34.0	18,600
Prot. M. N. Y.	284,751	78,531	27.7	31,271	253,480	118,603	46.8	50,429
Protect. Neb.	12	.....	.....	-7,831	7,831	5,067	64.4	-2,698
Protection, Pa.	13,425	9,679	72.4	-4,025	17,450	99,096	.....	99,552
Prot. M. C. Mo.	1,009,415	491,121	30.5	1,333,568	275,849	25,479	10.8	.....
Quincy Mut.	600,828	259,760	43.2	-30,243	640,171	227,494	37.1	211,748
Safeguard, Pa.	4,050	627	15.5	86	3,964	2,253	56.8	-11,214
St. Marys, Pa.	75,768	30,771	40.8	24,113	51,655	20,094	38.7	31,181
Salem M. Mass.	52,969	20,318	38.3	.....	.....	12,812	.....	-18,123
Security, N. Y.	32,513	17,113	52.6	-1,521	34,034	16,		

Stock Full Cover Class Shows Big Gains in Members, Premiums

The movement of stock casualty companies to the full cover classification began in earnest in 1948. Seventeen companies made the shift last year and seven of those appear on the list of leaders. With the acquisition of these large writers, premiums in the full cover group more than doubled to a total of \$370 million, while the stock casualty grouping actually shows a decline in premiums from 1947.

Ohio Casualty, which has been pushed to third place on the leaders table by two newcomers to the omnibus field, is the only company that held a position among the top ten in 1946. With a premium increase of 17.2% to a total of \$18,253,289, Ohio Casualty has had to surrender its long tenure as leader in this group to Allstate, which shows a premium total of \$31,022,525 after recording a gain of \$11,115,244, and has joined the full cover fraternity with a vengeance.

In second spot is another newcomer,

TOP TEN STOCK FULL COVER COMPANIES

	1948 Premiums	1947 Premiums	Pct. Incr.	1946 Premiums	1945 Premiums	1944 Premiums
1. Allstate*	31,022,525	19,907,281	55.8	15,414,936	9,496,365	6,366,501
2. Maryland Cas.*	21,154,581	17,954,117	17.8	12,323,422	8,393,100	7,313,480
3. Ohio Casualty	18,253,289	15,562,998	17.2	9,954,692	6,277,821	5,476,123
4. Amer. Surety*	15,173,881	6,166,521	146.0	3,470,636	2,202,789	1,828,134
5. Pacific Indem.*	14,989,660	10,886,665	37.7	6,063,173	4,385,652	3,831,532
6. Globe Indem.*	14,171,319	12,383,285	14.4	10,823,655	7,040,191	7,083,502
7. Fireman's Fd.*	14,017,671	7,470,953	87.6	4,484,979	3,061,150	2,821,371
8. Employ. Reins.*	13,407,040	9,807,812	36.6	9,195,184	5,071,207	5,678,531
9. Royal Indem.*	13,022,642	11,351,343	14.7	8,570,343	5,766,091	4,993,385
10. Amer. Fld. & Cas.	10,521,189	9,370,508	12.3	6,785,683	5,549,429	4,551,574

*Started in full cover auto field in 1948.

Maryland Casualty with premiums of \$21,154,581, representing a good increase of 17.8%. Last year Maryland was in 10th position on the stock casualty leaders group.

American Surety, with a gigantic percentage gain of 146, moves into its new classification by taking over fourth place.

In fifth place is one of the three com-

panies to retain a top position, Pacific Indemnity, with premiums of \$14,989,660 only \$800,000 ahead of Globe Indemnity, another former member of the stock casualty group.

Fireman's Fund Indemnity takes over seventh spot with \$14,017,671 in premiums, a very substantial gain over its 1947 total of \$7,470,953. This is evidently another case of reinsurance of

the business of a fleet member, Western National Indemnity, now a fire reinsurer, having an auto premium decline of about \$1.4 million this year.

Employers Reinsurance, another full cover convert, is in eighth place with premiums of \$13,407,040, an increase of 36.6%, but is threatened by Royal Indemnity which is less than \$400,000 behind. American Fidelity & Casualty with the smallest increase, brings up the rear, dropping from third position last year.

While the premium increase of the stock full cover classification is approximately \$210 million over 1947 on a straight subtraction basis, the shift of companies from one grouping to another has made this method of comparison difficult. The increase for the companies on the list this year is \$91,504,604. That is the gain the companies actually recorded when the figures in the "increase or decrease" column are run through the adding machine.

STOCK FULL COVER Companies' Automobile Experience in 1948

	1948					1947									
	Premia.	Losses	Loss Ratio	Inc. or Dec. in Premia.	Fire, Theft & Comp. Premia.	Losses	Liability Premia.	Losses	Property Damage Premia.	Losses	Collision Premia.	Losses	Total Premia.	Losses	Inc. or Dec. in Losses
Allstate	31,022,525	8,922,176	28.8	11,115,244	1,902,926	178,265	15,839,674	4,194,594	7,086,407	2,603,921	6,814,418	1,966,296	19,907,281	4,842,694	34.3
Amer. Fld. & Cas.	10,521,189	5,531,224	52.6	1,150,681	220,141	118,889	7,539,742	3,769,526	2,761,306	1,642,509	1,197,073	1,268,338	9,370,508	4,856,606	51.8
Am. F. & C. Fla.	1,470,191	627,203	42.7	201,853	196,387	49,258	594,799	278,985	333,984	179,887	354,021	119,073	1,268,338	506,917	39.2
Amer. Gen'l. Ins.	2,018,287	844,369	41.9	490,717	409,013	82,142	2,264,226	406,035	299,539	132,447	793,305	253,932	1,527,570	633,077	41.4
Amer. Indem., Tex.	2,020,740	852,345	42.2	198,190	258,738	65,135	841,681	160,135	221,288	445,186	1,822,550	1,586,918	1,822,550	1,586,918	87.0
Amer. Motorists	3,737,783	3,635,149	41.6	1,014,331	6,224	33	5,663,648	2,335,530	2,525,608	1,162,671	542,303	136,915	7,723,402	3,256,548	42.1
American Reins.	2,151,511	60,925	2.8	352,985	139,379	44,171	2,814,465	1,817,185	519,086	158,427	261,240	131,728	3,845,365	1,463,974	38.1
Amer. States	6,197,419	2,983,638	48.1	-806,945	905,282	376,490	1,856,749	797,737	1,544,230	746,960	1,896,157	879,451	7,004,364	2,327,453	40.3
Amer. Surety	15,173,881	5,449,930	36.0	9,007,360	3,707,659	1,471,774	7,732,029	2,266,111	3,734,193	1,712,045	1,812,961	6,106,521	1,812,961	39.4	
Amer. Univ. R. I.	69,943	12,064	17.3	-	68,986	12,064	608	-	349	-	-	-	-	-	-
Anchor Cas., Minn.	4,701,548	1,914,936	40.7	454,435	584,508	187,150	2,070,859	895,466	1,159,147	472,567	357,034	359,753	4,247,113	2,034,903	47.8
Apex Indem.	141,551	36,020	25.4	53,655	6,889	678	82,368	11,912	39,374	21,313	12,920	1,517	87,896	43,679	49.7
Atlantic, Tex.	273,106	185,310	68.0	172,412	29,317	4,133	108,495	96,548	64,666	63,249	19,863	445,538	121,618	27.3	
Auto Club, Ohio	241,243	86,668	36.0	86,779	30,287	7,226	60,607	15,378	57,667	26,260	92,682	37,904	154,464	18,578	12.0
Buckeye Un. Cas.	7,137,725	2,804,468	39.3	1,074,321	919,985	336,611	2,467,673	907,274	1,833,975	884,797	1,916,092	675,786	6,963,404	2,803,709	40.2
Cal. Compensation	331,564	146,194	44.1	-9,811	33,620	13,805	136,509	64,662	80,554	29,168	38,559	341,375	146,752	43.0	
Cal.-Farm	13,215	-	-	-	1,472	-	5,633	-	2,617	-	3,493	-	-	-	-
Capital Indem., Ind.	1,024,292	394,978	38.6	629,314	111,264	35,763	333,904	136,494	286,301	98,052	292,823	124,729	617,295	254,004	42.2
Cas. Unde., Minn.	425,543	43,606	10.2	-	51,866	5,164	188,253	14,176	112,961	12,023	72,463	12,243	-	-	-
Central Natl.	2,578,146	431,072	16.7	2,192,424	684,978	82,269	163,069	6,260	109,829	11,358	1,620,270	331,185	385,722	12,126	2.3
Central Surety, Mo.	7,251,932	3,781,571	52.1	660,211	461,250	146,935	4,399,941	2,286,513	1,646,763	988,912	743,972	359,211	6,591,715	3,289,749	49.9
Colonial	2,157,936	640,536	31.1	889,987	269,966	30,058	809,299	247,419	463,796	185,848	614,871	177,211	1,267,935	359,093	28.3
Coml. Stand., Tex.	2,962,876	1,105,444	37.3	498,706	426,053	119,725	1,158,934	434,741	677,256	294,754	700,633	265,224	2,464,170	1,358,993	55.1
Continental Fire & Cas.	247,516	235,576	95.2	-518,032	88,798	54,822	35,323	44,964	37,132	31,114	86,063	104,676	459,668	106,640	23.2
Economy Auto, Ill.	1,876,770	594,302	31.7	363,118	244,248	66,269	677,721	196,690	443,083	130,346	511,713	200,997	1,514,652	456,670	30.2
Emeco Cas.	2,810,152	997,017	35.5	760,842	405,698	92,755	840,676	341,057	602,093	299,033	361,686	263,174	2,049,309	688,814	33.8
Employers, Ala.	1,136,593	427,956	37.7	135,063	194,563	43,882	432,507	134,087	187,374	95,997	321,154	154,090	1,001,532	275,324	27.5
Employers Re.	13,407,040	5,528,985	41.2	3,599,228	45,305	11,985	11,600,424	4,882,803	1,717,880	614,083	43,431	20,114	9,807,812	474,772	4.9
Employ, Cas., Tex.	4,689,497	1,666,999	35.5	884,048	621,823	178,157	1,837,397	643,309	1,077,055	486,540	1,103,222	358,992	3,805,449	1,369,292	35.9
Fireman's Fd. Ind.	14,017,671	5,101,526	36.4	6,546,718	552,634	61,673	8,351,575	3,109,847	4,065,955	1,781,072	1,147,507	148,934	7,470,953	2,600,815	34.7
Freemort Mot., Ill.	2,425,142	747,284	30.8	522,978	348,524	92,064	871,050	240,863	521,053	193,481	639,515	220,876	1,902,164	735,532	38.6
Gen. Bonding, Okla.	192,583	12,496	6.5	-	55,017	2,023	18,406	-	10,679	-	1,419	9,053	-	-	-
General Cas., Wis.	5,076,802	1,742,984	34.3	756,299	607,020	172,165	2,286,437	767,436	1,219,906	428,694	963,429	374,689	4,320,503	1,550,173	35.9
General, Tex.	1,115,183	319,578	28.7	572,185	164,690	35,337	377,804	82,916	237,632	81,226	335,057	120,099	542,998	162,279	30.1
Georgia Cas.	229,989	21,584	9.4	-	44,014	5,589	74,474	1,199	36,707	3,347	74,794	11,449	-	-	-
Globe Indem.	14,171,319	6,926,174	48.9	1,788,036	387,192	101,974	9,313,831	4,377,250	4,393,499	2,404,007	76,797	42,943	12,383,283	5,785,657	46.7
Govt. Employes	5,904,635	2,090,471	35.4	1,895,615	860,615	277,162	1,795,920	588,222	991,697	454,409	2,256,403	1,707,678	4,409,020	1,447,796	32.6
Guarantee, Cal.	232,091	80,006	34.5	103,473	18,554	6,256	111,765	36,282	62,905	26,047	38,787	11,421	42,726	33.3	
Gulf, Tex.	2,751,861	703,487	25.6	1,054,820	458,098	137,661	675,570	109,226	140,453	92,564	1,116,740	364,036	1,697,041	501,853	29.5
Harbor, Cal.	1,846,994	402,842	21.8	828,780	272,550	55,760	478,875	66,053	338,193	75,737	757,306	205,666	1,008,124	212,487	21.1
Hawkeye Cas.	2,469,599	1,155,601	46.8	275,391	338,595	127,285	902,704	378,813	619,766	328,933	608,760	319,570	2,744,980	901,000	32.8
Home, Hawaii	450,080	128,216	28.1	-	50,925	14,150	149,159	38,926	100,974	43,644	155,022	34,396	-	-	-
Hosier Cas.	1,862,381	712,057	38.2	156,767	241,064	75,457	609,873	267,252	389,725	189,732	527,721	179,614	1,705,614	700,742	41.0
Houston F. & C.	1,135,189	303,206	26.7	764,519	225,497	44,521	313,455	57,993	173,175	76,411	422,612	124,281	380,670	81,876	21.5
Ill. Natl. Cas.	3,154,720	1,033,581	32.9	798,028	398,352	107,676	1,100,780	361,772	773,035	271,175	882,552	342,765	2,356,692	958,086	40.7
Indiana	2,822,227	1,034,308	36.6	540,359	411,255	126,451	877,765	306,977	643,779	261,747	890,428	339,133	2,282,868	795,973	34.9
Insurers Indem.	776,760	345,451	44.5	135,012	126,588	31,912	290,813	147,525	167,921	86,018	191,438	79,996	641,748	238,617	44.1
Maine Bonding	569,943	212,281	37.8	146,237	38,111	10,326	268,802	88,773	197,544	91,664	215,058	144,706	283,617	137,410	33.2
Mfrs. & Mer. Ind.	2,917,178	1,194,846	41.0	1,443,583	523,109	126,963	429,381	208,499	278,520	148,848	1,686,968	715,526	3,645,558	24.7	
Maryland Cas.	21,154,581	9,692,100	45.8	3,200,468	402,352	42,476	13,472,519	6,074,784	6,467,501	3,425,954	811,213	137,886	17,954,117	7,038,352	39.1
Merchants Indem.	2,155,361	444,291	20.6	1,139,288	23,559	-	106,345	21,238	649,372	125,550	48,622	-	1,016,073	267,293	26.3
Mch. Surety	1,020,090	115,657	11.3	839,839	246,743	18,938	276,517	15,184	199,049	28,758	303,781	51,732	1,862,251	640	3.3
Mid-States	4,265,306	1,652,979	38.8	1,737,362	1,232,114	308,223	157,300	51,989	97,505	41,293	2,778,337	1,251,474	2,527,944	803,465	31.7
Midwestern, Okla.	133,248	1,992	1.3	-	24,454	29	45,417	375	34,204	823	49,073	765	-	-	-
Midwestern Ind., O.	1,084,728	216,965	20.0	997,317	88,376	11,282	453,207	70,895	333,029	79,390	210,116	55,398	187,411	18,139	10.3
Motor Veh. Cas., Ill.	2,872,504	1,000,717	35.9	364,831	530,216	160,837	868,863	320,148	620,368	224,974	768,057	285,758	2,422,673	956,020	39.4
Natl. Auto & Cas.	4,576,833	1,782,477	38.9	1,298,666	530,503	158,035	1,826,892	337,044	1,070,436	444,912	1,149,002	342,486	2,528,932	77.2	
Nl. Fmra. Un. A. & C.	1,012,560	181,105	17.9	520,502	93,596	21,635	397,646	23,917	212,403	43,160	308,915	92,393	492,058	189,455	18.9
Natl. Indem., Nebr.	1,101,277	408,815	37.1	141,418	233,607	67,558	284,867	101,344	146,137	43,104	438,766	196,809	959,559	225,520	23.5
New York Cas.	4,708,910	1,917,357	35.9	-20,491	1,150,653	456,757	2,399,370	703,276	1,158,387	531,324	-	-	4,729,401	1,314,269	27.8
Northw. Cas., Wash.	5,841,553	1,823,692	31.2	703,696	850,418	240,538	2,082,700	565,563	1,313,382	490,464	1,595,044	527,127	5,137,857	1,767,238	34.4
Northwestern, Wash.	460,229	208,426	45.3	132,658	82,320	26,052	93,396	48,098	67,263	38,273	127,052	96,003	327,371	130,877	38.8
N. W. Nat. Cas.	2,848,637	944,408	33.2	384,369	60,318	17,753	1,173,363	522,582	991,913	369,914	81,043	34,159	2,464,268	924,790	37.8
Ohio Cas.	18,253,289	5,849,632	32.0	2,690,291	2,085,454	540,491	6,799,554	2,086,065	8,382,516	1,905,378	3,985,765	1,317,698	15,562,998	5,052,013	32.4
Oregon Auto	2,953,514	999,871	34.4	607,565	420,789	91,871	981,002	350,674	698,752	255,530	852,971	301,796	2,345,949	779,217	33.2
Pacific Auto	2,405,286	637,649	26.5	561,414	240,410	63,405	974,878	318,420	61						

	1948												1947										
	Total			Inc. or Dec.			Fire, Theft & Comp.			Liability			Property Damage			Collision			Total		Loss Inc. or Dec.		
	Premis.	Losses	Ratio	Premis.	Losses	Ratio	Premis.	Losses	Ratio	Premis.	Losses	Ratio	Premis.	Losses	Ratio	Premis.	Losses	Ratio	Premis.	Losses	Ratio	Premis.	Losses
Amer. Auto. Ill.	218,932	114,687	52.5	98,441	22,276	8.506	101,564	37,365	50,952	24,723	44,140	44,093	170,491	108,402	69.8	11,029							
Amr. Ex. Ex. Neb.	111,144	22,290	19.8		18,643	4,219	34,600	6,130	32,861	6,482		5,459											
Auto Club Mo.	2,763,744	1,126,544	40.8	190,932	476,369	100,474	1,212,180	558,942	431,694	227,332	643,501	239,796	2,672,812	882,806	34.3	659,592							
Borwind Ex. Pa.	7,561	2,320	30.7	1,768	2,182	15	1,035	175	947	1,553	3,397	577	7,793	1,473	25.4	1,005							
Cal. Cas. Ind. Ex.	929,182	249,318	26.8	305,091	105,661	21,873	377,005	103,182	195,743	63,394	250,778	60,864	624,091	231,724	38.7	21,382							
Cal. St. Auto.	8,142,988	2,507,436	30.8	1,781,835	913,425	195,940	2,963,764	1,029,473	1,490,581	476,971	2,775,218	805,051	6,361,153	2,496,562	39.2	731,365							
Cas. Rec. Ex. Mo.	2,634,616	1,192,406	45.3	377,068	184,698	42,405	1,532,848	728,376	669,990	322,656	247,080	98,969	2,257,548	780,329	34.7	772,846							
Chicago Motor Club.	3,166,539	3,486,605	42.7	1,449,559	1,301,247	293,021	2,905,372	1,192,777	1,381,351	658,087	2,578,619	1,342,720	6,717,030	2,582,557	38.5	1,506,832							
Citizens Auto Ex.	249,507	71,523	28.7	100,504	42,652	9,778	62,580	8,796	34,665	10,025	119,610	32,924	149,003	12,954	8.7								
Consolidated Und.	1,859,918	534,334	28.7	441,920	249,557	70,123	167,768	167,768	331,070	127,612	801,521	171,713	410,559	455,130	28.0								
Detroit Auto Club.	15,598,886	6,695,320	42.9	2,143,385	2,427,614	501,045	4,387,837	1,633,392	2,979,851	1,733,465	5,802,534	2,627,431	13,455,501	7,004,315	52.1	1,429,143							
Erie Ins. Ex.	1,948,940	377,985	38.0	465,344	195,672	64,681	721,789	205,168	477,193	214,376	554,286	253,760	1,483,596	588,677	39.7	544,480							
Exchange Assn. Ill.	143,469	17,462	12.2		8,026	2,252		56,481	818	29,299	2,105	11,613											
Farmers Auto. Ill.	1,817,597	933,339	51.4	320,153	226,806	85,475	566,201	298,793	346,276	148,862	678,314	490,258	1,484,444	970,414	65.3	243,642							
Farmers Ex. Cal.	37,685,337	12,082,555	32.1	13,478,321	4,302,234	1,315,231	14,526,015	3,674,792	5,621,594	2,456,503	13,235,584	4,596,729	24,207,016	8,790,261	36.3	7,451,432							
Highway Ex. Ida.	287,987	107,360	37.6	119,624	51																		

	1946										1947					
	Total Penna. \$	Losses \$	Loss Ratio %	Inc. or Dec. in Penna. \$	Fire, Theft & Comp. Penna. \$	Losses \$	Liability Penna. \$	Losses \$	Property Damage Penna. \$	Losses \$	Collision Penna. \$	Losses \$	Total Penna. \$	Losses \$	Loss Ratio %	Inc. or Dec. in Penna. \$
Amec. Empl. Lloyds..	248,013	138,612	55.6	44,047	37,931	15,399	100,966	62,795	74,198	42,108	34,928	18,310	203,966	99,715	48.9	21,228
Pl. Worth Lloyds....	435,262	170,851	39.1	117,764	96,503	33,328	60,440	24,236	52,299	21,902	205,985	91,383	317,498	86,925	27.4	90,896
Liberity Lloyds, Tex..	190,342	53,742	28.3	62,591	34,801	6,148	48,478	15,623	39,843	12,384	47,218	19,587	137,751	30,747	22.1	62,082
Lloyds Alliance, Tex..	425,703	102,766	24.0	263,121	79,775	23,080	109,616	17,758	61,828	6,864	175,964	55,904	165,581	32,560	19.7	99,561
Lloyds Cas., Houston.	611,076	228,548	36.3	—	84,256	8,271	274,285	72,210	—	—	198,706	58,320	635,917	97,783	15.3	390,483
London Lloyds, Ill..	877,413	5,577	.6	565,291	722,725	5,302	152,045	—	—	—	275	1,876	312,122	90,349	28.9	280,463
London Lloyds, Ky...	363,465	129,815	36.6	169,859	40,470	4,305	244,394	—	—	75,601	—	—	192,606	59,537	30.4	—366
Minneapolis Lloyds..	2,529,100	1,158,054	45.8	159,876	391,876	129,261	553,978	583,934	233,843	581,814	240,972	2,349,124	1,032,019	40.8	485,307	
Sa. Lloyds, Tex.	160,597	30,894	19.3	51,211	39,851	5,934	36,327	5,357	24,798	5,358	59,891	14,245	100,386	30,098	27.5	54,732
St. Lloyds, Dallas..	627,378	353,149	56.3	48,585	119,009	39,444	69,440	14,523	36,010	19,843	402,919	279,339	578,793	298,462	36.1	—
Texas United Lloyds..	3,543	4,676	133.4	—	482	—	2,017	4,500	1,030	—	14	—	—	—	—	—
Universal Lloyds	176,189	45,479	25.8	26,784	—	—	81,342	13,694	45,319	13,512	18,273	—	149,425	56,849	38.1	—
Totals	6,648,081	2,422,103	36.4	1,478,041	1,647,678	270,472	2,189,645	886,974	1,144,276	469,257	1,666,750	795,433	5,199,486	1,807,462	35.6	2,476,350

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XUM

	1948				1947				1946							
	Total Premiums \$	Total Losses \$	Loss Ratio %	Inc. or Dec. in Premiums	Total Premiums \$	Total Losses \$	Loss Ratio %	Inc. or Dec. in Premiums	Total Premiums \$	Total Losses \$	Loss Ratio %	Inc. or Dec. in Premiums				
Ky. Farm Bur. Mut...	1,310,023	551,923	42.1	91,394	163,356	31,230	503,608	176,882	314,758	159,320	328,301	184,491	1,218,629	326,241	26.8	782,880
LaSalle Mut. Cas.	263,748	39,964	12.9	256,331	41,253	1,049	101,443	11,014	53,911	5,368	67,141	16,533	7,417	40,804	30.8	332,667
Le Mars Mutual, Ia.	528,144	170,550	32.3	49,646	89,056	34,546	161,407	47,055	123,191	40,665	154,490	48,084	478,498	147,441	30.8	6,601,823
Liberty Mutual	30,377,590	12,815,828	42.2	7,623,228	1,825,128	572,519	18,131,429	6,911,591	8,112,371	4,415,635	2,308,662	916,090	22,754,362	8,622,729	38.0	8,601,823
Lincoln M. C., Mich.	645,330	211,017	32.7	134,914	86,974	18,945	240,150	63,681	205,146	82,272	113,057	46,116	610,416	206,437	34.0	158,955
Liberian's M. C., Ill.	39,470,766	14,806,404	37.5	6,890,872	3,230,542	1,036,505	20,951,037	7,281,181	9,857,643	4,312,849	5,431,544	2,175,869	32,579,894	12,881,004	39.5	8,730,806
Madison Co., Ill.	596,674	355,530	59.6	198,651	59,366	8,542	139,364	69,051	59,139	61,706	338,803	216,228	298,023	227,992	57.2	126,468
Mich. Mut. Auto.	694,734	240,759	34.7	156,341	110,262	24,329	213,131	71,655	155,193	59,816	216,148	84,959	538,393	237,295	44.0	9,587
Mich. Mut. Liab.	9,605,334	3,833,764	39.9	2,228,411	1,334,306	353,569	3,576,104	1,226,722	2,190,731	1,148,146	2,504,193	1,105,336	7,376,923	2,863,019	38.8	2,647,117
Milwaukee Auto	2,903,391	961,014	33.1	437,422	300,175	81,563	1,624,022	475,028	665,917	293,944	313,277	110,579	2,465,969	856,605	34.6	879,813
Minn. Fmrs. Mut.	669,489	225,312	33.7	164,077	115,845	31,145	217,990	81,232	149,268	41,322	186,386	71,613	505,412	146,495	28.9	164,643
Missouri Cas.	75,009	22,461	30.7	7,100	10,569	1,294	31,626	11,923	24,913	7,392	7,897	1,848	67,909	16,652	24.6	17,295
Motor Carriers, Ia.	248,401	111,761	45.0	12,583	41,881	13,445	71,223	25,399	49,556	32,304	80,004	39,552	260,934	85,214	32.7	134,422
M. F. A. Mut.	1,856,997	471,515	25.4	776,203	223,100	63,388	636,460	143,324	479,088	105,410	508,249	159,393	1,080,694	249,191	23.0	969,911
Motorists Mut., O.	3,687,511	1,293,383	35.1	808,328	406,302	110,791	1,127,085	306,792	872,710	268,014	1,281,413	507,786	2,879,183	1,084,205	37.7	969,911
Mountain States M. C.	253,272	76,791	30.3	88,010	19,435	269	145,885	45,279	61,503	23,605	26,449	7,638	165,262	57,528	34.8	88,074
M. Au. Herman, Wis.	1,031,405	591,534	57.3	432,109	91,913	28,740	538,260	346,156	233,701	121,172	167,872	95,466	599,296	332,836	55.5	239,218
Natl. Grange Mut.	4,879,650	1,631,361	33.4	913,952	111,188	41,493	2,871,200	911,445	1,304,171	487,641	593,091	190,782	3,965,698	1,257,709	32.4	1,086,382
Natl. Mut., D. C.	768,311	182,388	23.7	265,122	4,325	1,901	367,429	113,204	386,108	62,783	10,449	4,500	503,189	101,677	20.2	246,889
N. M. Farm Mut.	83,538	8,315	10.0	34,224	424	14,168	42,428	592	8,675	1,424	26,471	5,873	109,514	42,966	39.2	599,522
Nodak Mutual	344,424	153,914	44.7	175,434	65,627	28,632	78,603	13,812	42,321	15,940	157,873	95,530	168,990	64,461	38.1	105,467
Northern Cas., Ia.	90,199	36,208	40.0	48,862	12,220	3,787	26,989	4,364	27,549	10,702	23,441	17,355	41,337	2,387	5.3	246,349
Okla. Farm Bur.	704,844	292,818	41.2	359,731	144,494	52,571	155,504	43,215	67,005	30,026	337,841	167,006	345,113	119,670	34.6	110,033
Penn. Mut. Indem.	324,637	106,269	32.7	124,446	31,796	11,729	186,608	34,222	106,233	59,918	200,191	46,303	200,191	46,303	22.6	43,167
Pioneer M. Cas., O.	303,212	57,987	19.1	193,698	11,713	2,430	103,499	22,489	164,803	27,598	23,197	5,470	109,514	42,966	39.2	43,167
Pion. Mut. N. M.	1,467,895	630,997	43.0	465,731	252,301	99,248	393,057	100,923	261,872	110,448	560,665	320,378	1,002,164	343,297	34.3	599,522
Progressive Mut., O.	1,492,937	379,430	25.4	671,388	707,424	51,137	168,033	36,551	95,766	53,753	521,714	237,989	821,549	341,640	41.5	368,908
Republic Mut., O.	689,943	297,713	43.2	39,698	101,575	41,786	185,899	72,581	161,772	64,977	240,697	118,369	650,245	217,785	33.4	290,879
Rural Mut. Cas., Wis.	1,137,688	403,682	35.5	440,930	117,105	29,134	547,476	160,000	166,652	80,674	306,465	133,874	696,768	251,823	36.1	377,795
Sec. Mut. Lia., N. Y.*	187,992	6,560	3.5	15,544	733	115,559	1,808	42,814	1,961	13,175	2,058	115,090	607,523	235,254	38.7	301,311
Service Mut., Tex.	691,529	305,739	44.2	84,006	121,534	42,788	214,666	80,087	149,459	67,774	205,870	115,090	607,523	235,254	38.7	301,311
Shawnee Mut., O.	304,400	204,177	67.1	100,481	38,508	21,247	64,906	25,513	84,123	57,744	116,863	99,673	404,881	251,244	62.1	945,413
Shelby Mut., O.	4,769,420	1,575,375	33.0	1,843,862	362,877	76,743	2,295,377	697,451	1,284,844	525,470	826,322	275,711	3,425,558	1,292,004	37.7	1,067,673
So. Fm. Bu., Miss.	581,969	80,291	13.8	105,120	12,091	176,962	10,681	102,204	14,309	197,683	43,210	109,514	42,966	39.2	599,522	
Standard M. Cas., Ill.	493,868	151,893	30.8	54,891	56,195	18,255	184,690	41,209	134,797	39,098	118,186	53,331	438,977	129,111	29.4	1,002,528
State Auto Mut., O.	11,448,298	4,328,038	37.8	1,424,044	1,602,382	408,682	3,939,931	1,484,979	2,683,035	1,298,576	3,223,188	1,135,801	10,924,254	4,182,399	41.7	2,302,920
State Farm Mut., Ill.	79,970,698	30,857,563	38.5	4,219,151	9,357,056	3,083,644	27,574,064	11,334,714	12,566,538	5,989,986	30,383,171	10,449,309	75,751,712	25,414,952	46.7	14,822,398
U. S. Mut., Ill.	531,997	166,133	31.2	183,308	56,514	8,402	252,235	63,018	156,089	65,693	67,557	29,019	348,689	193,458	55.4	73,588
Utica Mut.	8,486,552	3,111,744	36.7	1,028,410	74,467	5,812	5,726,205	1,934,359	2,355,037	1,089,659	330,843	81,914	7,458,142	2,691,059	36.1	2,177,650
Va. Auto Mut.	841,179	494,670	58.8	38,347	23,383	1,751	525,412	338,928	252,820	143,373	39,564	10,618	802,832	425,807	53.1	147,238
West. Mut. Fire, Ia.	1,770,233	599,340	34.0	310,253	79,594	589,942	175,733	443,219	156,781	426,820	187,232	109,514	42,966	39.2	599,522	
West. Res. Mut., O.	236,515	66,803	28.3	91,625	32,884	8,666	40,578	9,230	66,761	21,706	96,292	27,201	144,890	58,204	40.2	48,718
West. St. M. A., Ill.	746,391	229,483	30.7	177,399	117,247	37,938	233,223	41,536	176,344	56,239	219,577	93,770	668,992	167,090	29.4	156,850
Wolverine Mut.	261,599	93,713	35.9	52,470	35,480	26,151	76,080	31,190	61,029	15,596	89,008	20,701	209,129	94,172	45.0	52,318
Totals	343,031,895	134,764,443	39.1	65,234,251	37,026,651	11,821,840	139,583,191	50,950,822	72,308,348	34,188,281	92,504,533	37,875,837	77,757,442	30,132	...	...

*And Cooperative Mutual, Wis., merged Oct. 22, 1948.
 *Formerly Home Mutual of Iowa. **Formerly Security Taxpayers Mutual.
 †Premium increase is total increase for companies shown in above list and does not take into account shifts of companies from one classification to another. Increase in the mutual full cover group for 1948 is \$77,433,858.

MUTUAL CASUALTY Companies 1948 Automobile Premiums and Losses

	1948				1947				1946								
	Total Net Premiums	Total Paid Losses	Loss Ratio %	Inc. or Dec. in Premiums	Total Net Premiums	Total Paid Losses	Loss Ratio %	Inc. or Dec. in Premiums	Total Net Premiums	Total Paid Losses	Loss Ratio %	Inc. or Dec. in Premiums					
Amal. M. Au., N. Y.	538,720	222,153	41.2	14,169	538,720	222,153	41.2	14,169	538,720	222,153	41.2	14,169					
Am. Mut. Liab.	11,648,758	4,661,901	40.0	3,501,845	7,463,902	2,483,531	3,662,635	1,942,922	552,221	235,448	8,146,913	3,401,537	41.7	2,692,704	5,454,209	2,334,175	42.6
Atlantic M. Ind.	5,237	136,328	25.9	396,910	3,377	116,622	1,860	13,706	.....	.....	.....	.....	.....	735,422	76,460	15,666	15.6
Coal Mer. M. N. Y.	723,903	302,188	41.9	47,622	501,616	193,693	22,287	107,495	.....	.....	676,281	235,532	34.8	106,673	569,608	219,141	27.4
Colonial Mut. Cas.	146,102	80,574	55.2	90,221	42,776	55,632	37,132	248	666	.....	.....	.....	.....	.....	44,946	9,958	15.4
Cosmopolitan M. Cas.	674,484	190,796	28.3	289,493	472,006	134,447	176,609	46,656	25,869	9,693	384,991	174,699	45.5	87,545	472,536	176,448	37.3
East. Mut., Mass.	713,177	407,637	57.2	26,911	634,732	320,688	78,445	86,949	.....	.....	686,266	400,549	58.3	24,942	661,324	359,531	54.4
Elec. Mut. Liab.	199,130	50,297	25.3	53,045	133,431	20,802	65,699	29,495	.....	.....	146,085	27,103	18.5	46,388	99,697	35,917	36.0
Empl. Mut. Liab.	9,734,944	5,263,090	54.1	365,090	5,485,808	3,091,657	2,490,672	1,505,354	1,758,464	665,989	9,369,854	3,725,125	39.8	3,263,635	6,106,219	2,560,005	41.9
Ex. M. Ind., N. Y.	695,984	349,379	50.2	70,628	486,373	237,996	209,611	111,383	.....	.....	625,356	285,738	44.0	80,363	544,993	165,512	30.3
Fact. Mut. Liab.	5,599,494	1,468,834	26.2	1,057,067	3,038,927	717,103	1,326,354	461,559	1,234,213	290,172	4,542,427	1,188,823	26.2	1,290,938	3,251,489	827,959	25.4
Federal Mut. Liab.	24,178	7,874	32.6	—1,019	15,794	2,381	8,327	5,493	57	.....	26,197	10,121	40.3	4,523	20,674	5,264	25.5
General Mut., Tex.	89,155	87,810	98.4	—241,648	57,980	78,603	9,175	9,206	.....	.....	330,803	120,865	36.4	9,820	320,983	54,691	16.8
Goodville M. C., Pa.	229,564	45,926	20.0	31,001	137,847	5,039	91,717	40,887	.....	.....	198,535	63,343	31.9	26,669	171,894	38,464	22.3
Hdwr. Mut. Cas.	17,151,378	6,320,720	36.9	1,804,099	8,850,453	2,981,752	4,358,948	1,929,395	3,942,577	1,409,573	15,347,279	5,891,285	38.4	6,265,563	9,081,716	7,385,775	41.3
Harleysville Mut.	4,734,031	1,655,966	35.2	769,920	2,905,746	900,981	1,828,285	764,985	.....	.....	3,964,111	1,335,698	33.6	1,225,343	2,738,768	1,068,757	39.0
Ideal Mut., N. Y.	174,269	33.0	107.912	335,566	78,825	191,764	78,825	.....	.....	.....	419,804	164,967	39.3	254,756	22,056	22.0	5.0
Interboro Mut.	1,443,124	667,012	46.2	55,624	1,036,196	455,841	406,928	211,671	.....	.....	1,387,500	480,053	34.6	277,572	1,049,328	490,681	28.1
la. Hdwr. Mut. Cas.	147,093	37,026	25.2	62,434	71,462	12,786	75,631	24,240	.....	.....	84,659	16,298	19.2	53,787	30,872	8,295	26.6
Jamestown Mut.	1,148,366	497,480	43.3	96,329	802,344	345,853	326,723	148,264	19,299	3,363	1,052,037	583,663	55.3	—14,814	1,066,851	638,080	59.8
Lbr. M. C., N. Y.	644,757	268,419	41.6	101,735	444,016	171,084	195,945	96,340	4,796	995	543,022	178,287	32.9	—977,981	1,521,003	322,018	21.2
Manhat. M. Au. Cas.	3,964,402	1,630,275	38.6	1,126,307	3,195,217	1,257,402	769,185	272,873	.....	.....	2,838,095	1,142,073	40.2	476,733	2,362,362	796,615	33.6
Merch. Mut. Cas.	4,416,463	2,482,157	56.2	240,761	3,090,297	1,678,956	1,265,814	779,998	60,352	23,203	4,175,702	2,474,440	59.2	991,302	3,184,400	1,656,185	52.7
N. Y. Prt. & B. M.	36,941	14,479	39.3	9,488	27,170	10,368	9,771	4,111	.....	.....	27,453	19,037	69.3	9,038	18,415	6,588	35.7
Pa. Thr. & Farm.	5,500,528	1,954,648	35.5	1,305,726	3,560,721	1,037,646	1,937,996	910,552	1,821	6,450	4,194,802	1,359,792	31.8	1,782,125	2,416,677	799,769	33.1
Pub. Ser. Mut., N. Y.	2,076,454	1,115,724	53.7	—167,425	1,664,174	839,697	412,280	276,027	.....	.....	2,243,879	1,167,349	51.9	113,977	2,129,902	899,331	42.0
R. I. Mut. Liab.	180,890	55,594	30.8	34,936	104,522	21,605	64,736	29,422	11,392	4,747	146,454	14,078	30.3	87,944	77,510	31,372	40.3
Sec. Mut. Cas., N. Y.	439,127	31,411	7.1	—154,015	289,178	28,761	137,740	79,367	.....	.....	478,932	148,878	31.1	112,020	181,052	31,366	30.6
Secur. M. Cas., Ill.	632,101	74,110	9.5	154,824	485,152	310,714	146,842	62,396	107	.....	527,673	210,317	39.9	170,626	357,047	175,560	48.3
Tex. Natl. Mut. Cas.	154,276	35,713	23.2	48,174	90,431	13,272	62,995	22,212	850	229	106,102	31,110	29.2	.....	.....	.....	.....
Transp. Mut., Mass.	232,876	102,826	44.4	5,282	173,253	93,355	59,623	10,481	.....	.....	227,593	116,271	51.2	167,904	7,984	7,984	47.4
U. S. Mut. Liab.	13,237	16,631	125.8	—2,534	13,237	16,631	.....	.....	.....	.....	15,771	7,089	45.0	1,186	14,585	7,021	47.4
Totals	74,466,710	30,731,887	41.3	11,206,398*	46,200,059	17,979,640	20,671,620	10,094,317	7,625,030	2,657,931	77,757,442	30,132,793	38.7	16,062,364	61,695,078	23,692,359	37.9
*Increase for companies shown in this table this year.																	

School Provides Improved Training for Adjusters

The automobile adjusters' school, inaugurated in July, 1948, by the eastern department of General Adjustment Bureau, is a good example of the post-war approach to the problem of high repair and replacement costs. The school has been operating long enough to show conclusively that the approach is sound and should yield dividends for a long time to come.

Some of the benefits have been:

1. A more rapid and thorough preparation of new men for doing a good job of loss adjustment.
2. A considerable improvement in the quality of adjustments made; for example, the elimination of "overlap" and a consequent saving of money to the insurer without, in any way, affecting the quality of repair or replacement so far as it affects the insured.
3. A more uniform and standard procedure of adjustment.

Service on Property Damage

General Adjustment Bureau also has demonstrated it can meet a modern need in a modern way by providing an improved service for casualty carriers. More and more of the latter are availing themselves of the trained G.A.B. adjusting personnel for estimating and appraising automobile damage in property damage cases.

Approximately 90 automobile adjusters have completed the eastern department school. For about 30 senior adjusters, there was a two-week refresher course. For the remainder, it has been a thorough study of fundamentals and investigating procedure, plus an increasing emphasis on surveying actual automobile damage. Three more of the schools are scheduled for 1949, for approximately 45 men, and the school, it is planned, will be continued at least throughout next year.

After the refresher course, the students consisted of personnel young in the business, with perhaps an average of six months service in G.A.B. offices. As time goes on, the agenda of the school is modified to fit the experience and needs of the students.

Emphasis on Practical Training

The first three weeks are spent in the classroom studying the basic policy, G.A.B. forms, adjusting procedure, and automobile fundamentals. The last two weeks are spent in practical training, making estimates on damaged vehicles.

Even in the classroom work, instruction is practical. For example, instructors use stripped automobiles to demonstrate their points. There are rear end assemblies, steering assemblies, and films that show body work and materials. Students use the "National Auto Parts Labor Manual," which is a combination of the flat rate manuals prepared by each automobile factory. This has to be supplemented with up-to-date information on parts prices, but is the last word as to the amount of time required to do each type of job. The student adjuster figures the hours per job for the work and multiplies this by the rate for the particular repair agency to get the final labor cost.

At the end of three weeks, the student is pretty well prepared to try his hand on "live wrecks." An ample selection of these wrecks is provided.

Foundation for Judgment

The school provides the foundation on which the young adjuster can, after practical adjusting experience, build judgment. As an illustration, the instruction on sheet metal work will enable him to decide whether a damaged fender should be replaced or repaired, or whether an axle should be straightened or replaced.

A major source of loss to insurers is labor overlap. For example, the time shown for replacing a top panel may be 28 hours. This figure includes the time for cutting out the old top, removing windshield glass, removing and replacing head lining, etc. Yet the estimate or bill of the garage may show 28 hours plus several hours for painting and additional hours for removing and replacing the headlining, etc. Since these latter items are included in the operation for the replacing of the top panel, they are considered as overlapping operations and should be eliminated. Another example is in the replacement of both front suspension units. The flat rate labor allowance for the replacement of the necessary parts also includes the caster, camber, and the toe-in corrections; but it will invariably be found that the repairing agency has included additional charge for these items.

During the course there are many examinations; and at the end, a final two-day examination is given. These examinations reveal the student's weaknesses, if any, and provide the basis for further suggested study and instruction. An



"FOR YEARS JOHN HAS TOLD EVERYONE I TELL HIM HOW TO DRIVE. THE INSURANCE COMPANY KNEW THIS, SO THEY AWARDED ME THIS SAFE DRIVING CERTIFICATE."

analysis is made of each student's work by the various instructors, in order that proper recommendations might be made to the manager and senior automobile adjuster in the office to which the student adjuster is assigned. From that point on, the student's weaker points are given special attention, so that they may be overcome as soon as possible.

The entire course of study is built around the "Automobile Adjusters' Guide," a manual developed by the General Adjustment Bureau. This suffices to maintain, in the courses, a basic uniformity. The graduates are providing a more uniform approach to adjustments than has been previously achieved. Similar schools have now been set up for automobile adjusters in other departments of the General Adjustment Bureau.

Effect of Modern Car Design Not as Bad as Anticipated

One post war anxiety of automobile underwriters was the possible increase in property damage and collision loss amounts due to automobile design. Fenders, grilles, etc., were bigger; the cost would be a lot greater. To a certain extent these fears were justified.

However, the adjusters report the effect not as substantial as they feared. Companies are getting more money for the risk. Adjustments are being made more carefully. This, coupled with increased competition in the garage business, has reduced estimate and bill padding.

As one adjuster explains the matter, the Nash car is frameless, but this doesn't mean it doesn't have a frame. It does, but all this signifies is that the frame is welded instead of bolted. The

garage man cuts the frame with a chisel or a blow torch instead of using a wrench. Instead of bolting it back together, he welds it. There should not be much difference in the cost of repairing the two types of frames.

One story circulating is that Chrysler asked if its cars could get an insurance rate differential because it had a removable rear fender, where most fenders today are integral with the rear quarter panel. Whether Chrysler actually approached underwriters or not, the story goes that the underwriters shrugged off the request. They said there was not enough difference between the costs of repairing one as against the other type of design.

Though the rear fender and rear quarter panel is one unit on many cars, but some accidents involve both so that the design doesn't much increase the cost. The bigger items make them more expensive to replace; costs may be held down by having more of these items repaired.

However, underwriters still are glad to read of such things as Hudson Motor Car Co.'s statement that based on today's costs, the most frequently damaged sheet metal parts of an automobile—hoods, grilles, front fenders, and rear doors—cost an average of 20% less on the new Hudson than on 1946 and 1947 models. One reason for this, as in the case of Nash, is that this company has made it possible for its service outlets to remove such parts with greater ease than before, with a resultant saving in labor charges. The only sheet metal parts on the new Hudson which cost more are rear fenders and the prices of these, although the part is much more intricate, have risen only a few dollars. To compensate for the greater cost, the designers have made the replacement of the rear fenders a simpler job. For example, if a rear fender is damaged, installation of a replacement fender takes less time on the new models than it did pre-war.

Field Men Wanted

- National insurance organization desires special agents to negotiate contracts with agents controlling automobile physical damage business originating from Finance Companies, Loan Companies, Banks and Automobile Dealers.
- In addition to insurance background, a working knowledge of the Finance Industry is preferred but not necessary.
- Extremely lucrative proposition available to right men with earning capacity limited only to efforts expended.

Write giving complete educational and business background. All replies will be held strictly confidential. Our employees know of this offer.

Box U-11, care

The National Underwriter, 99 John St., New York 7, N. Y.

FIRE LLOYDS 1948 Experience

	1948				1947			
	Net Preme.	Paid Losses	Loss Ratio	Inc. or Dec. in Preme.	Net Preme.	Paid Losses	Loss Ratio	Inc. or Dec. in Preme.
Comm'l. Lloyds	201,915	31,635	15.7	39,876	162,039	21,204	13.1	73,370
Consol. Lloyds, Tex.	607,508	96,887	16.0					
El Paso Lloyds	13,414	2,025	15.0	3,856	9,558	3,510	36.7	
Lloyds, N. Y.	45,350	11,129	24.4	-116,689	162,039	21,204	13.1	73,370
Prof. Sec. Lloyds	67,640	12,408	18.3	51,128	16,512	7,217	43.7	
South Tex. Lloyds	366,809	111,910	31.2	247,421	109,388	30,101	27.5	-168,250
Standard Lloyds	286,905	161,022	56.3	-47,996	334,901	138,310	41.3	
Western Lloyds	44,551	15,373	34.4	15,234	29,317	14,978	51.0	
Totals	1,624,092	442,389	27.3	800,338	669,613	211,457	31.5	274,420



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Prem	No
4	No
73.37	No
.....	No
73.37	No
2.31	No
-153.25	No
.....	No
-2.31	No
278.52	No

Automobile Experience in 1948 of STOCK FIRE COMPANIES

(CONTINUED FROM PAGE 15)

1948					1947					1948					1947				
	Net Premiums	Paid Losses	Loss Ratio	Inc. or Dec. in Prems.		Net Premiums	Paid Losses	Loss Ratio	Inc. or Dec. in Prems.		Net Premiums	Paid Losses	Loss Ratio	Inc. or Dec. in Prems.		Net Premiums	Paid Losses	Loss Ratio	Inc. or Dec. in Prems.
Carroll, F.	211,489	98,156	46.5	-278,145	489,632	238,970	48.9	93,362		New Hamp.	2,166,697	1,003,140	46.3	299,675	1,866,932	794,801	42.6	666,240	
Cent. China	1,180	295	24.9							N. J. Mfrs.	1,249,144	495,298	39.7	342,220	906,908	336,297	37.1	841,997	
Cent. Ind.	484,345	153,229	31.4	172,524	311,821	140,957	45.0	110,865		N. Y. Fire	426,128	148,355	35.0	34,128	392,000	182,198	46.5	59,688	
Cherokee	255,121	87,921	34.5							N. Y. Under.	586,175	297,759	51.0	-277,927	844,102	386,981	45.7	401,011	
Ch. Ind. N.Y.	58,148	32,549	55.9	10,832	42,313	24,096	56.8	41,331		Niagara	5,586,933	2,664,919	47.9	-660,080	4,726,853	1,923,343	40.6	2,803,510	
Citizens N. J.	254,304	92,083	36.2	7,810	216,194	72,874	29.5	178,119		N. Am. F. & M.	14,989	2,465	16.4	9,961	5,028	1,506	29.9	1,206	
City of N. Y.	211,489	98,067	46.4	-278,145	489,632	238,970	48.9	93,362		North British	612,124	523,575	85.5	-241,905	883,129	369,842	41.8	195,956	
Columbia, N.Y.	377,085	159,907	42.4	74,718	302,367	123,426	40.7	150,817		Northeastern	51,612	28,647	55.5	-18,915	70,557	25,674	36.4	4,009	
Columbia, N.Y.	363,225	178,142	49.0	-130,709	493,930	248,266	50.4	114,065		Northern Eng.	687,919	268,221	38.7	-28,699	716,609	344,788	48.0	125,334	
Commerce	839,907	392,409	47.2	109,907	730,800	309,375	42.4	197,472		Northern N.Y.	4,018,045	1,947,350	48.5	-496,321	3,172,723	1,199,753	37.8	1,111,650	
Com. F. & M.	16,708	1,972	11.8	17,313	3,395	2,533	74.7	3,395		North River	1,178,437	357,892	30.4	367,131	811,205	322,131	39.7	177,847	
Com. Eng.	1,962,924	888,930	45.3	-74,594	2,047,438	870,387	42.5	-144,570		North Star	328,240	267,328	81.4	-55,260	563,144	488,652	86.8	488,652	
Com. N. Y.	487,848	221,169	45.3	-17,775	505,623	216,950	42.6	135,271		N. W. F. & M.	317,880	115,106	36.2	39,963	266,917	106,590	39.8	95,979	
Commonwealth	698,387	277,936	39.8	55,596	644,791	249,819	38.7	141,506		N. W. Nat'l	1,532,718	466,522	30.6	279,861	1,252,857	483,061	38.6	235,594	
Continental	1,094,347	488,325	44.6	135,764	960,583	434,112	45.6	289,974		Norwich Un.	560,204	245,885	43.6	-13,624	609,828	350,930	57.5	64,377	
Continental	2,243,309	882,595	39.5	149,846	1,793,163	791,777	44.1	608,032		Ocean Marine	1,282,426	423,244	33.0	-216,425	1,698,845	789,422	46.4	-163,524	
Cont. Ind.	178	57	32.0	-1,972	2,150	56		-2,226		Ohio Ind.	1,199,806	423,929	35.4	-431,914	1,697,982	590,743	34.8	389,928	
Continental	13,362,377	4,667,152	34.9	1,946,163	8,416,214	3,329,144	39.5	9,919,512		O. Valley Auto	11,504								
County Fire	25,774	73,200	283.9		216,619	65,219	30.1	138,426		Old Colony	1,017,414	435,446	42.8	379,247	687,161	327,896	47.7	124,221	
Dearborn Nat'l	919,205	473,974	51.6	-16,096	709,109	222,245	31.3	324,937		Olympic Cal.	1,131,996	401,131	35.4	-84,409	2,006,663	892,629	44.5	1,428,026	
Detroit F. & M.	480,180	196,931	41.0	116,572	363,908	120,610	33.1	293,922		Orient	532,609	180,620	33.9	75,552	457,057	201,182	44.0	49,593	
Dixie Fire				Reinsured by American of Newark						Pacific Coast	121,086	39,895	32.9	49,131	77,955	35,011	45.0	27,716	
Dub. F. & M.	92,276	55,029	59.8	32,121	-60,155	483,576		-367,118		Pacific N. Y.	2,831,791	1,071,666	37.8	322,958	7,209,733	3,722,032	51.6	805,954	
Eagle N. J.	349,510	55,220	15.7	333,902	15,608	1,527	9.8	10,311		Pacific Nat'l	1,285,975	454,681	35.4	127,557	958,118	400,949	41.8	142,226	
Eagle N. Y.	161,036	70,381	43.7	5,769	155,267	86,501	55.6	21,450		Palatine	342,539	155,259	45.4	-8,431	345,970	151,668	43.8	86,078	
East & West	160,113	176,590	110.3	61,484	398,929	162,534	40.8	59,717		Patrons	702,973	354,379	50.4	-44,692	247,665	256,315	103.3	301,924	
Emmons	10,342,092	4,372,068	42.3	2,682,182	7,660,869	2,990,697	39.1	1,701,216		Paul Revere	140,993	85,756	60.9	-185,424	326,417	159,629	48.7	92,845	
Empire State	439,228	227,132	51.6	-155,002	594,730	217,927	36.7	105,907		Pearl	1,324,337	504,224	38.1	149,150	1,135,927	391,760	34.5	126,661	
Empire Fire	3,801,153	1,130,238	29.7	688,530	3,112,623	1,264,732	40.6	294,735		Pea. Fire	1,418,657	526,486	37.2	92,269	1,325,297	552,847	41.7	277,937	
Equitable, N. Y.	3	3	100.0							Peen. Liberty	31,188	12,733	40.8	1,331	30,154	14,197	47.1	12,522	
Equit. F. & M.	448,662	176,519	39.4	89,969	358,693	158,335	44.1	121,607		Pe. Mfrs. Assn.	447,291	56,451	12.6	42,749	404,152	56,213	13.9	127,579	
Eureka Sec.	1,119,442	455,260	39.8	104,976	1,011,466	284,992	28.2	249,291		Phila. F. & M.	1,895,685	797,445	42.1	820	1,890,860	879,755	46.4	468,707	
Excelsior	264,983	104,951	39.6	94,567	170,416	64,338	37.8	84,411		Phila. Nat'l	30,761	99,935	32.5	17,177	223,581	101,888	45.6	60,878	
Farmers Fire, Pa.										Phoenix, Conn.	3,717,183	1,452,586	39.1	-155,754	2,972,024	1,312,087	44.1	1,607,593	
Federal	1,214,698	1,452,832	119.6	-2,636,184	4,894,882	1,726,118	35.3	1,936,594		Phosmet, Ind.	985,897	482,526	49.0	-155,754	1,139,051	789,171	69.4	334,437	
Federal Ind.	324,313	122,683	38.0	31,728	292,587	147,175	50.3	57,831		Phosmet, Ind.	985,897	482,526	49.0	-155,754	1,139,051	789,171	69.4	334,437	
Fid. Phenix	12,417,667	4,378,679	35.3	3,449,859	7,807,828	3,068,972	39.1	3,449,859		Phosmet, Ind.	985,897	482,526	49.0	-155,754	1,139,051	789,171	69.4	334,437	
Fid. & Guar.	6,745,711	2,303,937	34.2	1,918,192	4,827,519	2,025,243	42.0	1,462,572		Phosmet, Ind.	985,897	482,526	49.0	-155,754	1,139,051	789,171	69.4	334,437	
Fire Assn.	3,611,429	1,499,929	41.5	257,662	3,353,767	1,528,321	45.6	1,693,146		Phosmet, Ind.	985,897	482,526	49.0	-155,754	1,139,051	789,171	69.4	334,437	
Fireman's Fd.	9,146,983	4,028,962	44.0	273,321	8,873,662	3,504,708	39.5	2,912,663		Phosmet, Ind.	985,897	482,526	49.0	-155,754	1,139,051	789,171	69.4	334,437	
Fireman's Fd.	9,380,113	4,165,644	44.4	1,042,546	8,233,567	3,726,535	45.3	2,985,187		Phosmet, Ind.	985,897	482,526	49.0	-155,754	1,139,051	789,171	69.4	334,437	
Firemen's	10,380,113	4,185,644	40.6	1,042,546	8,233,567	3,726,535	45.3	2,985,187		Phosmet, Ind.	985,897	482,526	49.0	-155,754	1,139,051	789,171	69.4	334,437	
First National	103,345	47,874	46.3	5,592	109,753	25,767	23.5	22,882		Phosmet, Ind.	985,897	482,526	49.0	-155,754	1,139,051	789,171	69.4	334,437	
Fires F. & M.	351,219	63,991	18.2	251,639	99,589	11,592	11.6	97,730		Phosmet, Ind.	985,897	482,526	49.0	-155,754	1,139,051	789,171	69.4	334,437	
Franklin	706,925	327,166	46.3	-927,390	1,634,855	750,667	46.0	311,867		Phosmet, Ind.	985,897	482,526	49.0	-155,754	1,139,051				

You can't keep a good plan down



1945



1946



1947



1948



1949

AETNA CASUALTY AND SURETY COMPANY



AFFILIATED COMPANIES: AETNA LIFE INSURANCE COMPANY
AUTOMOBILE INSURANCE COMPANY • STANDARD FIRE INSURANCE COMPANY

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